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EMBER 2, 1961

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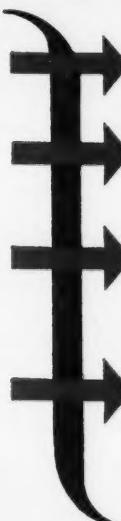


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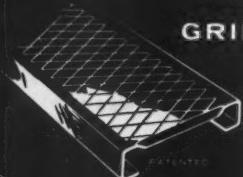
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The Quality Line

BY



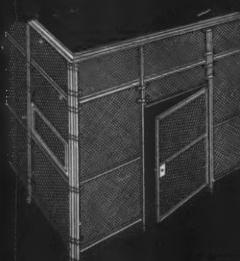
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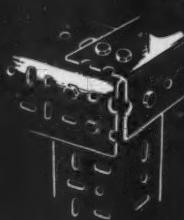
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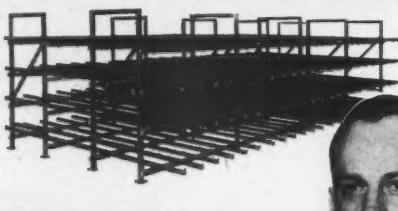
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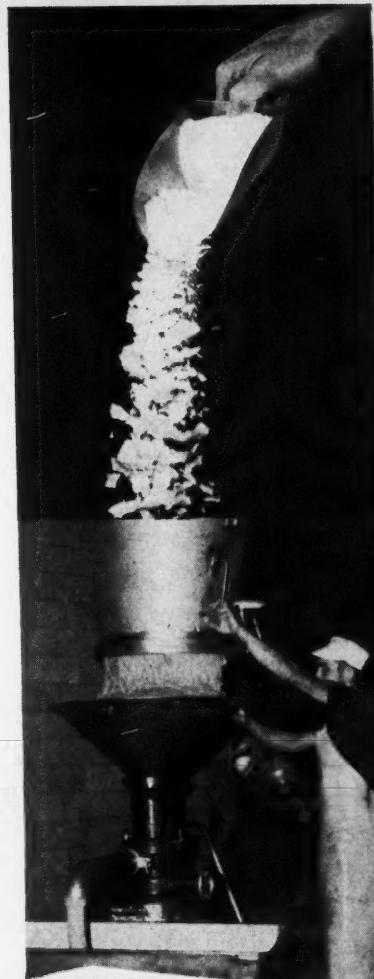
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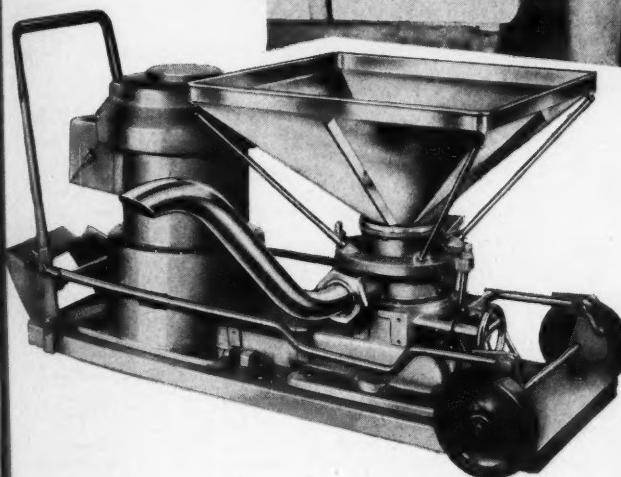
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THE NATIONAL PROVISIONER, DECEMBER 2, 1961



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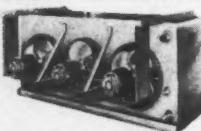
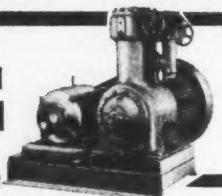
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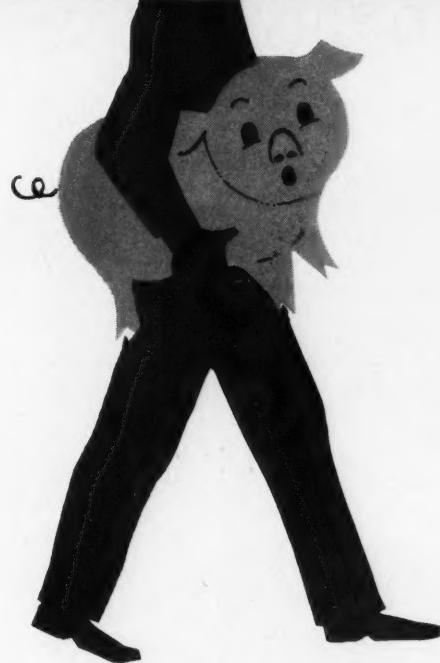
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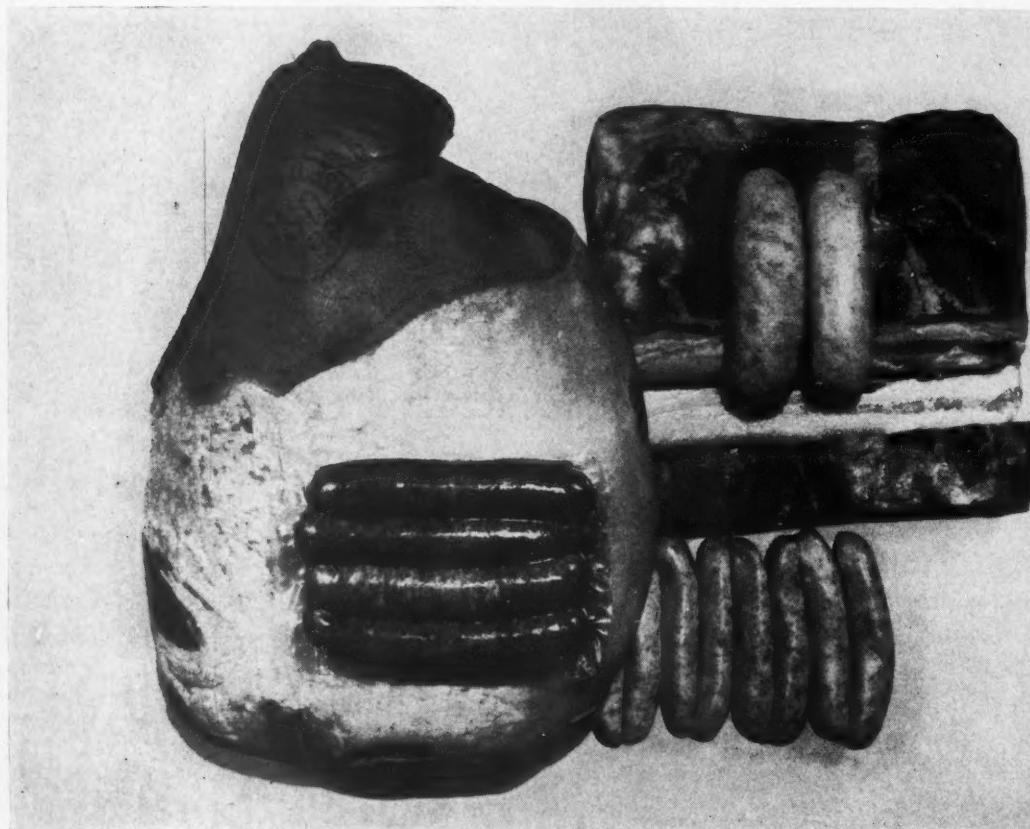
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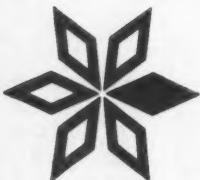
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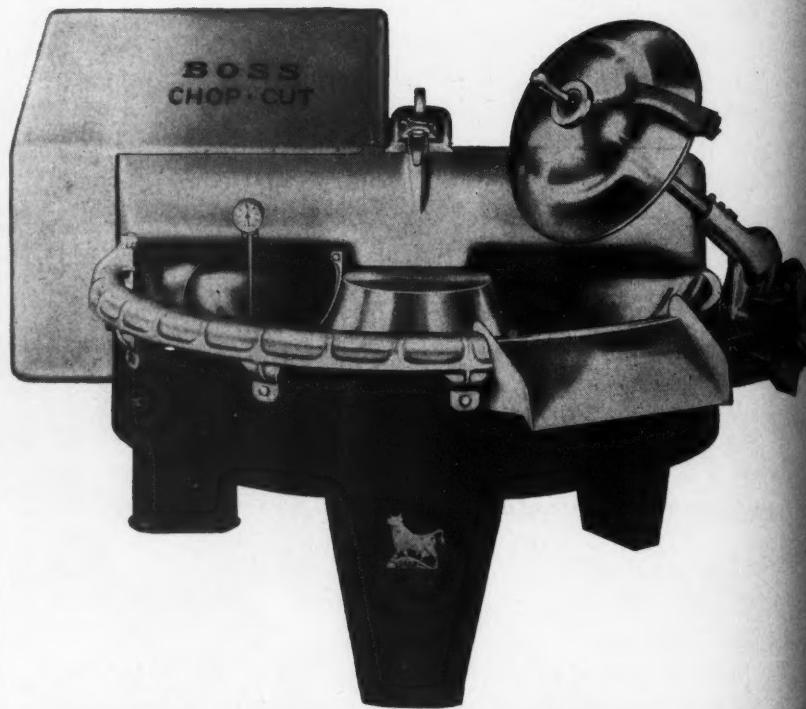
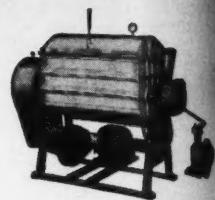
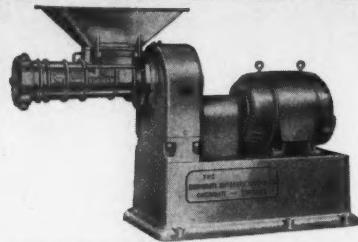
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See other
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THE NATIONAL PROVISIONER

December 2, 1961

VOLUME 145, NO. 23

Better Prospects

Whatever fires may beat upon meat packers and processors in Congress and the regulatory agencies during 1962, at least one aspect of the industry's situation seems to be more promising than in 1961.

Analysis of the livestock and meat outlook for the coming year by the U. S. Department of Agriculture indicates that slaughter supplies will remain relatively large, that marketings may be more orderly than in 1961, that prices may be more stable and that supplies of fat beef (and fat pork, we hope) may be somewhat smaller than they were during the past year.

With an increase in domestic cow slaughter, dependence on foreign sources for manufacturing beef should be lessened. Sausage manufacturers may be able to work with lower-priced materials late in 1962.

With some increase in hog marketings extending into the late spring and early summer, the outlook for pork processors does not appear too dismal, particularly if management watches buying and selling operations closely. (See page 17 of this week's NP for a good analysis of "The Management of Seasonal Pork Inventories.")

However, there appears to be some danger that if producers open the production throttle too widely in reaction to a favorable hog-feed relationship, and boost the spring pig crop by more than 5 per cent, both producers and packers may face some difficulty in moving pork during the fall and winter of 1962. As the Department of Agriculture points out, "only sharply lower pork prices could move the volume of pork production."

We do not know whether anything can be done to improve pork's position so that a sharp slash in values would not be the only way to move a relatively small increase in supplies, but it would appear that the leaders and thinkers in pork production and processing should be concentrating on this problem. As we emphasized in an editorial in the issue of November 18, "there is a growing urgency about the job of recasting the consumer image of pork in more desirable form." Pork's competition won't give us a reprieve period to do the job.

Every swing from scarcity to oversupply and back to scarcity not only is costly for producers and processors, but also means that we must either "buy" or drive away customers. How long can we keep up this game and have many customers left?

News and Views

All Meat Packing companies would be affected by a meat inspection draft bill by Senator Maurine B. Neuberger (D-Ore.), which is expected to be introduced when Congress reconvenes in January. The measure, in brief, would impose the following new requirements on the industry: 1) Federal meat inspection would be required of any slaughterer processing animals which had been shipped in interstate or foreign commerce at any time by any person. 2) Federal inspection would be required of any establishment processing products where the initial processing or the slaughtering was under federal inspection. 3) Federal inspection would be required of any slaughterer or processor affiliated with a slaughterer or processor operating under federal inspection. 4) Certain extremely small concerns would be exempt, based on volume not yet specified. 5) All meat animals for slaughter and all meat products processed would be deemed to come within the definitions of the bill so as to require the slaughterer or processor to have federal inspection, unless such slaughterer or processor obtained an appropriate certificate from the seller. 6) Federal agencies would be required to purchase only federally inspected products. 7) All slaughterers and processors, whether federally inspected or not, would be required to maintain records as required by the Secretary of Agriculture and to permit representatives of the Secretary to examine and copy all such records.

The Mississippi Independent Meat Packers Association elected Walter E. Legett of Dedeaux Packing Co., Inc., Gulfport, as president for 1962 at the group's annual meeting in Jackson. He succeeds Ralph D. Spencer of Central Packing Co., Hattiesburg, who served two years in the top MIMPA post. Pete Vincent of Delta Packing Co., Ltd., Clarksdale, was chosen as vice president, and Jack L. Dedeaux of Dedeaux Packing Co. was named secretary-treasurer. Directors elected at the meeting are: Todd Agnew, Mid-South Packers, Inc., Tupelo; Nary L. Dedeaux, Jr., Dedeaux Packing Co.; E. E. Hicks, Bryan Brothers Packing Co., West Point; outgoing president Ralph D. Spencer; James E. Tant, Tant Packing Co., Laurel, and Robert Vincent, Delta Packing Co. Guest speakers at the meeting were Mississippi Commissioner of Agriculture Si Corley and his administrative assistant, Dr. S. A. Cox, who discussed the voluntary meat inspection program developed by the State Department of Agriculture since regulatory authority over the industry was transferred to that agency from the State Board of Health in 1960. Twenty-one plants now operate under the packer-financed inspection program.

Heated Controversy broke out in Chicago this week over the proposal of the National Hide Association to eliminate cattle branding because of the costly damage to hides, but the various segments of the industry moved closer to an understanding of the others' problems. Cattle producers and feedlot operators lined up solidly against the NHA proposal at a meeting called by the hide organization, declaring that branding is the only effective way to identify cattle and protect ownership rights. They rejected an NHA suggestion that the U. S. Department of Agriculture be asked to conduct research seeking a better means of identification, asserting that there is "too much government" in the industry already. After listening to the special problems posed by multiple brands, "billboard" brands and brands placed on choice hide locations, however, the producers suggested a self-help approach. The group agreed to have Fred Dressler, president of the American National Cattlemen's Association, and NHA president Shepard Blumenthal of Rockford Hide & Fur Co., Rockford, Ill., each appoint a five-man committee to work together on the problems. The Chicago meeting attracted nearly 90 persons.

Favorable Site

Good Layout a New



COMPELLED to vacate their plant by freeway construction, the principals of Grote & Weigel, Inc., Bloomfield, Conn. decided to follow the highways out and selected a new site on Hartford's outskirts. The knowledge that a new superhighway soon would rim the entire Hartford area, passing not far from the projected plant and permitting rapid delivery to any part of the company's market, strongly influenced the decision on location of the new sausage plant.

The firm purchased a two-acre tract and on it constructed a highly-functional and attractive building. The plant was designed by local architects, Golden-Storrs & LaBau, and incorporates several unique construction features, a forward flow pattern and ample parking facilities. While the firm experienced an initial drop in will-call business at the new location, this trade has been recaptured, reports David Grote Thornton, treasurer. The customers soon discovered that the small amount of extra traveling time required was more than offset by savings in parking time. The old plant which the company had occupied since 1918 was in the heart of the downtown area and beset with the usual parking problems.

One plus for the new location is the ease of receiving fresh meat. The company formerly secured its western fresh meat via route cars shunted into the local railroad yard. Extra drayage was required and at times delays in delivery proved highly annoying. With ample private parking space for a fleet of large over-the-road trailers, the firm now receives its supplies via truck. Arrival of fresh meat usually can be scheduled to the hour and the delivering truck does not create a traffic problem.

Separate receiving and shipping docks, each of which can accommodate four trucks, form part of the flow pattern designed into the 14,000-sq.-ft. plant. The receiving dock is at the rear of the building and feeds into the holding and boning coolers, while the shipping dock is on the front adjacent to the packaging and finished goods holding cooler. Flow is directed into and out of the 2,500-sq.-ft. main stuffing-manufacturing room. Consolidation of the various areas by heat grouping also

GLASS block clerestory can be seen in the upper background in this view of the immaculate manufacturing-stuffing room; just below is the stainless steel duct which houses pipes for air, water, gas and other services. In left background are office windows through which executives and visitors to the plant can see operations.

has been achieved. The boiler-compressor and the heat processing rooms form one outer block with the other blocks being composed of the receiving coolers at the rear and the shipping coolers in the front.

The receiving coolers were located at the rear, says Thornton, because during inclement weather the over-the-road trucks making deliveries to the plant often are muddy and dirty. He claims that they should be unloaded at the rear of the building where they do not detract from the appearance of the food establishment. The firm's own three vehicles are washed daily.

In designing the plant, major emphasis was placed on its quality image, ease of sanitation, coordinated material flow and functional properties. A management committee of the 71-year-old sausage organization, con-

sisting of Russelson, Russet, Secretary, with an arched layout. Once in the firm 1890 by Weigel grandchild. Once in 129 as the bea

Satisfactory Exterior, at a new Plant's Features

sisting of Thornton; Henry Weigel, the president; his son Russell, a vice president; Miss Anita Thornton, secretary, and Russell Taylor, sales manager, consulted with architects and suppliers in selecting the design and layout. The management group has considerable experience in sausage manufacturing and merchandising since the firm is a family-controlled corporation founded in 1890 by the late John Grote (he died just before completion of the new plant) who was joined later by Henry Weigel in a partnership. David and Anita Thornton are grandchildren of the founder.

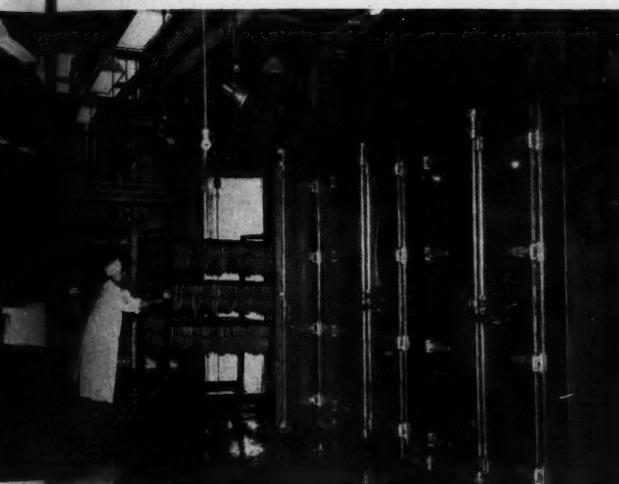
Once the design had been selected, the plant was built in 129 days. Utilization of prestressed concrete T-beams as the roof contributed to the speed of construction and the beauty of the building. In two days 49 of these 40-ft.

ance of the structure, rising 16 ft. from floor to ceiling. The wall's rise above the level of the main roof is constructed of glass block which gives the work area a high level of daylighting. While basically functional, this design feature imparts an additional note of smartness to the plant's exterior appearance.

Product flow received primary attention in layout, according to Russell Weigel. As members of a working management group, who sometimes assist the 27 other employees, the principals have a first-hand knowledge of the problems of backtracking and congestion and avoided them in laying out the plant's flow pattern. All incoming material is received at the rear dock which is sandwiched between building extensions housing the garage and boiler room.

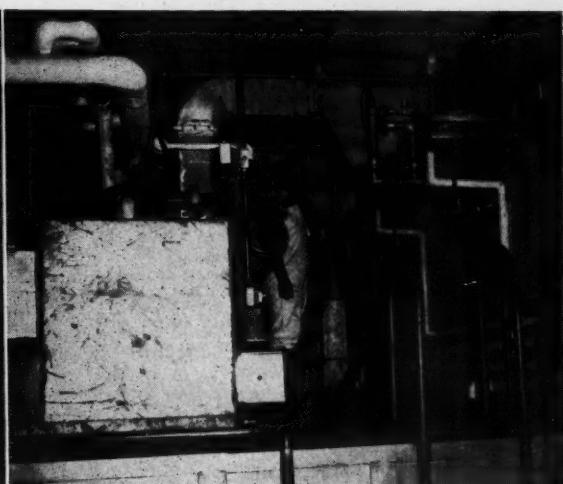
Rails, forming part of the system installed by Boston Tram Rail, extend out to the dock and connect through LeFiell safety switches with the receiving cooler complex, including the boning room and the carcass holding cooler. The receiving room has rail and floor scales. The boning room is tiled to ceiling height. The coolers have suspended insulated ceilings.

The material cooler holds the three basic materials used in manufacturing operations: western pork, bull meat and boneless beef in carcass form. The firm does not use extenders or binders and employs natural spices in manufacturing 16 items, according to Thornton.



LEFT: Employee is moving a cage truck of product into one of the three air-conditioned smokehouses. Note the suspended floodlights used to illuminate the interior of smokehouses, cooking cabinets and shower space.

RIGHT: A contortionist's ability is not needed to service



the smokehouse machinery located in the space above the houses. Ceilings in the manufacturing and heat processing areas are higher than those in the rest of the New England sausage manufacturing establishment. These work areas have high level of daylighting.

long, 8-ton pieces were fixed to steel beams on 8-ft. centers to form the roof. Insulation and roofing material were placed on top of the concrete. The outside walls consist of white pressed brick, cement block, 2 in. of foam insulation and an inner wall of glazed tile. Styrofoam insulation is used throughout the plant. The roof sections are tack welded.

Beside expediting roof construction, the T-blocks contribute to the beauty of the plant since they project as eaves beyond the wall and also provide shelter at the two docks and the plant entrance. The T-beams extending beyond the office entrance, which is constructed with Thermopane glass, impart a modernistic note.

The core of the plant, which houses manufacturing and stuffing operations, is slightly higher than the bal-

He comments that during World War II, when the firm could not get the meat it needed to make a quality product, operations were suspended temporarily rather than lower the quality. G & W management is convinced that quality sausage is its own consumer franchise builder. While the firm sells sausage only in the greater Hartford area, its quality reputation has brought a slow but steady rise in profitable volume. The line includes Polish and Italian sausage, liverwurst, blood sausage, knackwurst, cottage roll, cooked salami, bologna, baked meat loaf, head cheese and frankfurts. Until recently all the smaller link items were made in natural casings, but the firm has started to prepare skinless frankfurts.

The other holding cooler contains canned meat and dry sausage items the company buys, as well as a grinder



LEFT: Smoking room also houses oven and stainless cooking vats. Employee opens numbered valve on color-coded piping. **CENTER:** Main refrigeration condenser is

mounted in fenced area at rear of plant. **RIGHT:** Rapid-chill cabinet is employed to achieve a one-day manufacturing-packaging-shipping cycle for sausage products.

and a Hollymatic patty former. A hardwood wainscoat is anchored to the columns at sausage truck height.

The main manufacturing-stuffing room features several innovations.

All overhead pipe serving and passing through the room runs along one wall and is encased in a stainless steel duct. This provides the room with a clean and uncluttered work area and also protects the piping and insulation. Water and air service for the three stuffing tables and casing flusher rises from the floor.

Wash basins are knee-activated so that they are not soiled by an employee turning on the water with greasy or dirty hands. The floor is made of vitrified brick. Removable copper baskets in the floor drains catch large solids in waste water.

The room is air-conditioned through two rows of Anemostat diffusers. These distributors, as well as tables, trucks, buckets, etc., are made of stainless steel for easy cleaning and low maintenance. The walls are tiled to ceiling height.

The room's floor and walls are sanitized frequently

with suitable detergents. The natural light admitted through the glass block along two walls is augmented from fluorescent tubes suspended in waterproof fixtures about 3 ft. from the ceiling. The light is well diffused and the level of illumination is 50 foot candles on the work surface.

The manufacturing equipment layout is functional: grinders, silent cutters and mixers are located at one end of the room while three Randall stuffers and a Griffith Mince Master are aligned in the other section. Casing flushing equipment is located near the stuffer line.

All stuffers are equipped with Cesco magnetic traps of the newest type developed for large stick stuffing. Management feels that the magnetic trap is a necessity for any kitchen which receives its meat in boxes or barrels. A Tipper Tie unit is employed for making the metal closure on such manufactured items as pork butts and baked loaves.

The mezzanine floor is used for storing and tying
[Continued on page 26]

MEMBERS of the Grote & Weigel employee family look relaxed as they take a break from the job in the New England plant's modern coffee room.



BIG baked loaf—and it's really big—is popular with G&W customers.



The Management of Seasonal Pork Inventories

By SEYMOUR SMIDT

Associate Professor of Managerial Economics
and JOHN W. ALLEN, Research Associate
Cornell University, Ithaca, N. Y.

ALL MARKS the beginning of still another hog marketing year. Again each firm in the pork packing industry faces the perennial question of how it will utilize this year's pig crop.

Under a Whitehall Foundation grant to the Graduate School of Business and Public Administration at Cornell University, a study involving the management of seasonal pork inventories was completed recently. One purpose of the grant is to sponsor studies of interest to agricultural industries. It is hoped that this article, by focusing attention on pork inventory management, will aid in the management of seasonal pork inventories.

The advantages of effective inventory management practices are many. Capital is conserved; distress selling and involuntary accumulation of pork are less frequent; production and marketing requirements are satisfied economically, and the demands on the time and attention of key executives are minimized.

That the management of inventories has been in the process of change in recent years is no news to packers (the term is used here to include processors). It is first-hand knowledge to them because they have taken a leading role in encouraging hog producers to work toward uniformity of production so as to realize the mutual advantages of the more orderly marketing of pork from the farm to the consumer.

Although welcome, a steadier flow of hogs during the marketing year requires packers to make significant

adjustments in their traditional philosophy, policies and procedures of managing inventories. The degree to which management has actually changed its practices varies widely. Some packers have radically modified their entire approach to seasonal inventory management; some are still struggling with this problem; others believe their traditional approach is not in need of change.

FUTURE EARNINGS: Other changes have been affecting the packing industry and the importance of these changes is gaining industry-wide recognition. Many of them are related directly to the management of seasonal pork inventories.

In an address at the 55th annual meeting of the American Meat Institute in Chicago in 1960, Dr. Herrell DeGraff, Babcock professor of food economics at Cornell, made the point that packers have no choice but to modify traditional practices if future earnings are to be assured. This address reviewed some of the major problems facing packers, such as costly excess productive capacity associated with the decreased peaks of hog marketing; the difficulty of forecasting erratically-fluctuating pork prices with such sharply-reduced seasonal variations in hog production, and the increasing proportion of operating costs that are becoming fixed, resulting in a desire to maintain a continuous high level of production.

Although this study focuses on the management of seasonal pork inventories, we doubt that it is practical to view it except in relation to other phases of management, since decisions relating to the management of seasonal inventories of pork seem to be related to many other important phases of packer management.

This article describes industry practices based on personal interviews with the managements of 17 firms

owning about 75 per cent of the pork stored. The classification of firms studied follows the categories used by the American Meat Institute. (See *Financial Facts About the Meat Packing Industry*, 1959.) According to sales volume, they fall into the following groups:

Classification	Number of Firms	Sales in Millions of Dollars
National packers	9	100 or more
Regional packers (and processors)	6	15-100
Sectional packers	1	3-15
Local packers	1	3 or less

The executives interviewed were those who determine or implement inventory policies and procedures. The cooperation of the packers was generous and enthusiastic, reflecting the general interest of the industry in having common problems analyzed. Any remaining errors of fact or opinion are the responsibility of the authors alone. Names of companies are withheld to insure the confidential treatment of information obtained.

In general, interviews dealt with these broad questions: (1) Who in the company makes decisions that determine the size of the seasonal inventories of pork? (2) What information is available to these decision-makers? (3) What are the company's inventory management policies and procedures? (4) How are inventory decisions coordinated with related decisions about production and sales?

The answers to these questions must be interpreted in the light of the changing seasonal patterns in the industry and the special economic influences affecting individual packers.

CHANGING SEASONAL PATTERNS: Some of the changes that have taken place in the hog-pork economy affect all packers regardless of their special circumstances. A few decades ago, hog marketing by farmers reached a sharp peak during a few winter months, when the large spring pig crop was marketed, and dropped off sharply afterward.

The prices of pork products reached seasonal lows during the period of heavy marketings and rose substantially thereafter. This pattern of low pork prices during the winter followed by rising prices in the spring and summer was not invariable, but the exceptions were rare. The prices of loins, for example, rose by at least 15 per cent between January and May-August in all but five of the years from 1920 to 1941.

In one respect this seasonal price pattern was fortunate for the packing industry. Pork held in-cure from the large winter marketings could be counted on to appreciate in value with almost as great assurance as it could be depended on to absorb the curing ingredients in which it was placed. Under these conditions the industry found it profitable to accumulate large inventories during the winter. A large fraction of the packinghouse capacity currently in operation was originally built during this period, as was much of the accessory equipment, such as smokehouses, freezers and refineries.

In our interviews we were reminded constantly that economic conditions in the industry today are quite different. This attitude was shared even by those who felt that their company's traditional inventory policies were still appropriate today. The seasonal pattern of hog marketings is much less pronounced now and in some years the winter peak is almost nonexistent.

The changed seasonal pattern of marketings coincided with a technological revolution in curing methods which is still going on. The time required to cure pork cuts is now measured in days and sometimes in hours. As a result, packers have been able to reduce drastically the amount of pork held in cure. Seasonal price fluctuations still exist, but they are smaller, more erratic and more difficult to predict.

Winter inventory accumulations used to provide an

important and fairly dependable source of profits for many companies. Many executives believed that under today's conditions the routine storage of pork during the winter resulted in financial losses. This raises the question of whether to discontinue seasonal storage altogether or to operate a pork storage program on a selective basis.

Although certain characteristics of the packing industry affect all companies, each company also is subject to peculiar circumstances that condition its approach to the seasonal inventory program.

DEFICITS OR SURPLUSES: A given packer is usually both a surplus producer for some cuts and a deficit producer for others. For example, a firm normally may be a net buyer of green bellies for large bacon processing requirements and, at the same time, be a seller of green hams on a commodity basis. Both the bacon purchases and the ham sales create inventory management problems and opportunities.

A packer who finds that his salesmen sell a large quantity of, say, bacon than he is willing or able to supply from his own hog killing operations knows he must go to the market sometime to buy additional bellies. The only problem is when to buy.

It is possible to try to buy one's deficit bacon on a hand-to-mouth basis. All firms try to do this when they expect belly prices to fall. But a firm may try to stay on a hand-to-mouth basis regardless of what it thinks will happen to prices in the future; or, if it thinks prices will rise, it may try to anticipate its future needs for some weeks or months in advance by building up an inventory of the deficit item.

Significant price risks are involved, even for a deficit firm that tries to stay on a hand-to-mouth basis. If those of its competitors who also may be in a deficit position on bellies, for example, accumulate stocks in anticipation of a future rise in belly prices, the firm that has not accumulated belly stocks may find itself in a prize squeeze. If its competitors are dissatisfied with the rate at which they are moving their bellies, they may dispose of their stocks by lowering their bacon prices, rather than by selling bellies on a commodity basis. This is more likely to happen if the price of bellies has actually risen, so that no out-of-pocket loss is involved.

A deficit firm may fear that an attempt to satisfy its requirements on a hand-to-mouth basis could force its raw material costs up to a level where they are out of line with product prices or the cost of competitors. This danger is greatest when current production of the raw material from hog killing is low in relation to the rate of consumption. To eliminate this risk, the firm may try to acquire raw material stocks to anticipate its future requirements, even though it does not really foresee any other reason to expect an increase in its raw material prices.

But there also may be price advantages in a no-storage policy for deficit producers. Belly stocks that have accumulated in the hands of surplus producers are more likely to be sold as bellies rather than as bacon and consequently, a squeeze in the relation between belly and bacon prices is less likely. Furthermore, if competitors who have accumulated some stocks in anticipation of a price rise find their judgment is wrong, they will feel squeezed between the high price of their bellies and the low price of bacon. The large producers who have deficits for an important product take these risks into account in determining their storage policy. For local packers, these risks are less important.

COMMODITY BASIS: Similarly, a packer who finds that his production of, say, hams is greater than his salesmen normally can move knows that sooner or later

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he must dispose of the excess product on a commodity basis. A surplus producer may, as a matter of policy, dispose of his surplus as it accumulates in salable lots regardless of his price expectations. Or he may accumulate surplus product for later sale if he expects rising prices and sell his product as it is produced if he expects falling prices.

Sometimes, a surplus producer is not very sure whether the price of his surplus product will be higher or lower later on. If he is fearful that disposing of all of his surplus production as it is produced would drive the price down, he may be tempted to store at least a part of his surplus. If he adopts this policy, he is hoping that he can gradually liquidate his surplus stocks at prices no lower than those now prevailing.

The size of a firm seems to be a significant factor in influencing storage policy. The statistical evidence from AMI and U. S. Department of Agriculture cold storage reports indicates that inventories owned by large firms account for a proportionately larger share of seasonal inventory fluctuations than of sales.

Even among the large packers, there are amazing differences of opinion about the extent to which their inventory accumulation or liquidation can influence green product prices. Large packers who believe product markets are relatively thin are much less hesitant to accumulate seasonal inventory than are firms of the same size that believe product markets are relatively broad.

Thus far we have discussed the surplus and deficit positions of firms as if the amounts of the surplus or deficit were fixed solely by marketing considerations. This is not so. By increasing his rate of kill, a packer obviously will increase the amount of surplus product that must be sold or stored and will decrease the amount of deficit product that must be acquired.

But the feasible changes in the rate of kill for a given packer are seldom so large that these changes would shift many products from a deficit to a surplus position (or vice versa), although the size of his surpluses or deficits could be influenced. For coastal packers, the rate of kill seems to be determined mainly by the demand for exceptionally fresh pork in their marketing areas. For most other packers, both cost considerations and demand are important in determining kill rate.

Packers with comparable facilities differ as to the proportions of their production costs that are "fixed" and "variable." Packers who view more of their costs as fixed place greater emphasis on maintaining high levels of production in order to lower unit costs of production. The resulting accumulation of pork often presents inventory problems to management. The result may be that pork is liquidated (in either commodity or finished form) at distressed prices, or it is stored (perhaps only temporarily) in the hope of avoiding them.

A packer's profit expectation is also a primary factor in determining slaughter levels. As the cutout becomes more favorable, most firms are encouraged to increase the rate of slaughter. But as cutouts become less favorable, the reaction to reduce production is inhibited for many firms.

Aside from the desire to achieve low unit costs of production, packers may be interested in achieving slaughter levels that maintain their market position *vis-a-vis* other packers in competing for the available supply of hogs and in satisfying the needs of established customers. Many packers readily admit that in the short run this approach often is unprofitable, but they feel that in the long run it is essential to the firm's success.

Managements are aware that cutout figures have limitations because they fail to reflect the market breadth, which is an essential element in formulating decisions about rates of production. Qualitative esti-

NUMBER OF PACKERS BY SIZE AND BY STORAGE POLICIES FOLLOWED

Storage Policies Followed			National	Regional	Sec. National	Local
Voluntary	Involuntary	Speculative	Packers	Packers	Packers	Packers
No	No	No			2	1
Yes	No	No	1	2		
Yes	Occasionally	No	2			
Yes	Yes	No	2		1	
Yes	Yes	Yes	4	2		
Totals			9	6	1	1

mates of market strength or weakness are important and are generally used by packers along with the cutout figures.

STORAGE CAPACITY: No company reported instances in which inventory accumulations were not made because neither public nor privately-owned freezer facilities were available. Surpluses that might have been stored if privately-owned freezer capacity were available are sometimes sold to avoid incurring the extra costs of public storage.

So far, we have been concerned with a number of the external economic factors affecting storage policies. Now we will describe the types of storage policies observed in this study.

The main division is between firms with a policy of "no storage" and firms willing to store under some conditions. For firms that engage in storage, three distinct but not mutually exclusive, policies are followed: voluntary storage, involuntary storage and speculative storage. These are the terms used in the industry, but not always exactly as we will define them. The number of companies following each type of policy is summarized in the table above.

No Storage: If a company consistently and as a matter of policy attempted to sell all surplus product as soon as it had accumulated salable lots, and attempted to supply product deficits on a fairly strict hand-to-mouth basis, we classified it as having a no-storage policy.

Speculative Storage: Speculative storage is said to occur when a company buys pork it has not produced with the hope of reselling it on a commodity basis at higher prices. Companies that speculate do so in a highly selective manner and only when the marketing situation appears to be exceptionally inviting.

Many companies have definite policies prohibiting speculation; others simply exercise special caution when speculating. Often speculative storage requires approval at a higher level of management than other types of storage, and the results may be recorded by the company in a special account.

Voluntary Storage: Voluntary storage refers to the accumulation of pork inventories with the expectation of a rise in the market price of the products stored. It is thus similar to speculative storage, but is distinguished from speculative storage by a strict limitation to quantities that are closely related to the company's normal processing and production activities.

Two types must be distinguished: 1) the storage of pork cuts produced by the company in excess of its internal needs, i.e., surplus product, and 2) the storage of pork products purchased from other producers in advance of their anticipated use by the company, i.e., deficit product.

It is characteristic of voluntary storage that the quantity of product ultimately bought or sold is not changed, but the timing of the purchase or sale is determined by expectations of future price increases. The

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price increases should be measured as the difference between the price that can be realized at a future date and the price that can be realized today. In a thin market the price that actually can be realized today may be less than, say, the **YELLOW SHEET** price.

The industry distinguishes between voluntary storage and speculative storage, although the price risks associated with voluntary storage are recognized. Voluntary storage is thought of as offering an opportunity to lower procurement costs or to raise sales revenue.

Involuntary Storage: Involuntary storage is like voluntary storage in that the quantities stored are strictly limited by a company's accumulated surplus or anticipated deficit. It differs from voluntary storage in the motives for inventory accumulations.

Voluntary storage is motivated by the expectation of future price increases. With involuntary storage, there is a definite belief that unfavorable price consequences will result if the product is sold. But there is not a clear understanding of the consequences of storage.

Two types should be distinguished. In the case of surplus product, involuntary storage results when a packer stores surplus product because he is afraid that selling it immediately would cause a decline in product market prices. Of course, if a decline in product prices is expected to occur anyway, surplus product would be sold as it accumulates, even though the sale would lead to price declines earlier than otherwise.

In the case of deficit product, involuntary storage occurs when a packer buys in anticipation of future requirements for fear that purchasing on a hand-to-mouth basis would cause his raw material costs to rise more than they otherwise would.

THE TYRANNY OF WORDS: The term "involuntary storage" is liable to be confusing. We would like to make it perfectly clear to the reader that we have never uncovered an instance in which any appreciable amount of product was stored because the packer absolutely had no opportunity to sell it. A buyer is always available at a sufficiently low price. When executives said they sometimes stored pork involuntarily, they could only mean that they wished they could sell it without having to accept such a low price. Logically, if they store the product rather than sell it, they have made a choice.

If the decision to store is made after a careful appraisal of the available alternatives, such storage is clearly voluntary storage. For example, there may be only relatively few important buyers for a product, all of whom are out of the market during a certain week. In such a case, if a seller decides to store product for a short time because he expects the buyers to become interested again and does not anticipate falling prices, the resulting storage would be voluntary.

One reader of a draft of this article appropriately referred to involuntary storage as taking place because of "managerial carelessness in permitting inventories to rise without reference to probable returns on the storage operation." It is hard to avoid the suspicion that in using the word "involuntary" some managements may pretend that no other alternatives are available.

We do not use the term involuntary storage to refer to situations in which a small amount of surplus product may accumulate in the individual plants of a multi-plant firm without the knowledge of executives in charge of controlling inventory for the whole firm. Such communication difficulties never seem to result in appreciable inventory accumulations and are consistent with a no-storage policy.

In companies that tolerate involuntary storage of surplus product, a decision to sell a certain amount of surplus product is interpreted by both those who formulate the decision and those who execute it as meaning

the product is to be sold if a satisfactory price can be obtained. If a satisfactory price is not obtainable, the surplus is referred to as involuntary storage.

In companies that have eliminated involuntary storage, subordinates have been trained by management to interpret and execute a decision to sell surplus product in almost as literal a manner as the floor trader of a stock brokerage house would execute a customer's order to sell 100 shares of a specified stock "at the market."

Whatever storage policy a company has adopted, there are important internal characteristics that influence the manner in which the particular policy of storage is executed.

MANAGEMENT CAPABILITY: For an effective production program, a company's management must be able to relate inventory policy to appropriate higher level goals and to implement inventory decisions efficiently and competently.

An effective management should be capable of defining a specific goal or goals toward which inventory policies and procedures should contribute, and in terms of which they should be judged. For example, should inventory management be judged only in terms of profits earned, or should the need to help insure an adequate supply of high-quality raw material be considered? If management has not already defined its inventory management goals, it will have no clear basis for evaluating the success of its inventory practices.

Managers also must be capable of implementing actions they have identified as essential to the attainment of their company goals and objectives. When one considers the difficulty of forecasting prices accurately and of devising effective budgeting and accounting procedures—all important to inventory management—it is clear that effective management of inventories demands talented executives to design and implement complex inventory procedures and controls. A small group of packers appears to be well ahead of others in this respect and is acquiring and developing trained executive and staff specialists.

Any firm that seriously undertakes to develop a management team with these qualifications will discover, as others have, that the process is painful. It means that certain persons have to be transferred, relieved or dismissed. The monetary investment in recruiting, training and hiring is sizable and the general company-wide disruption of tradition often is emotionally difficult. But those who are doing this believe that the results are well worth the effort.

A company that formulates inventory plans at the general headquarters is considered to have "centralized" this process and one that formulates them at the plant level to have "decentralized." This distinction can be made only for multi-plant firms, of which there were 10 among the 17 firms studied.

There is a correlation between the degree of centralization and the nature of the inventory decision reached. The greater the degree of centralization, the less is the consideration given to the local market position of a plant and to local or regional pricing problems. Rather, centralized companies are much more likely to evaluate alternative courses of inventory action by applying criteria of overall profitability and company welfare to the partial exclusion of some of the less apparent company objectives, such as those mentioned.

All the multi-plant firms are either highly centralized or moderately centralized. Those managements having effective communication procedures and executives with unusually detailed knowledge of "front-line" conditions are able to incorporate into inventory plans elements that also satisfy individual plant needs. The degree to which individual plant managers or regional sales man-

can be
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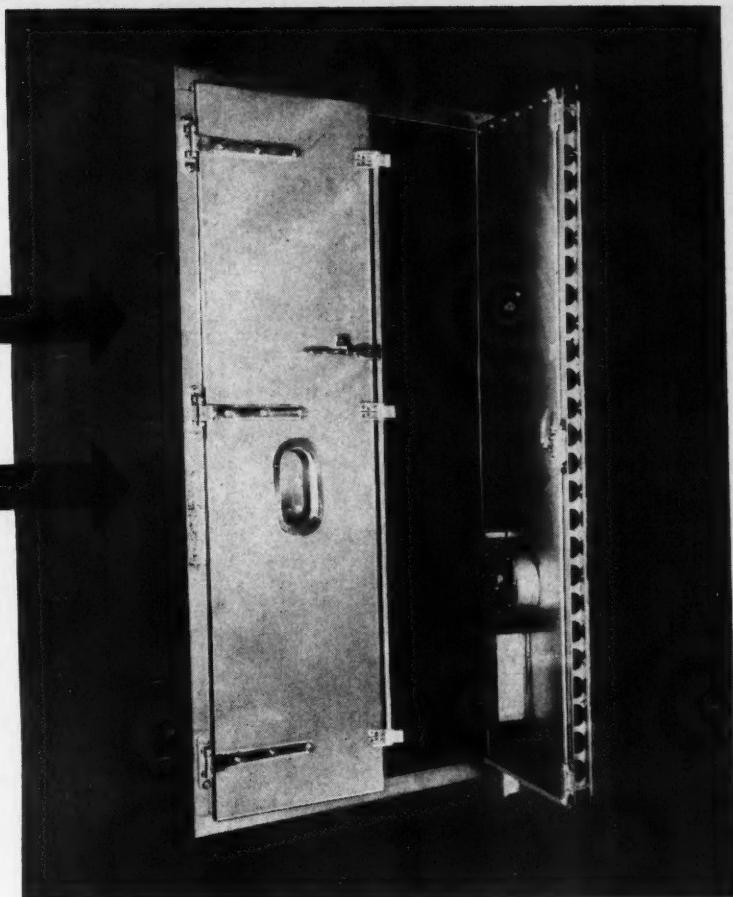
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AND NOW THERE'S AN AIR-LOCK ON THE SMOKEHOUSE DOOR . . .

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Locate your smokehouses anywhere in the plant . . . wherever they will add to operating efficiency. Julian has put an Air-Lock on the smokehouse door and you no longer have to worry about escaping smoke. Any vapor that manages to pass the inner gaskets is swallowed up by the hollow air-lock in the door of the smokehouse and returned to the inside where it belongs. The Julian Air-Lock door not only increases smokehouse efficiency, but also provides better working conditions in the plant and adds to worker productivity.

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agers are able to bargain with central management in defining local deficits or surpluses may determine the degree to which decisions actually are centrally decided.

Single-plant companies are likely to take into consideration the firm's overall economic and marketing environment conditions when formulating inventory plans. Smaller packers typically have managers who participate actively in an almost complete range of management decisions and who are familiar with the minutiae of business conditions.

USE OF SPECIALISTS: While the size and financial resources of the firm largely determine the ability of the company to use specialists in analyzing marketing and economic information, a management's attitude toward the value of this service also is important. Staff specialists are, in some cases, trained economists who may hold advanced academic degrees. Others have become specialists because of their long experience in analyzing price trends. Outside specialists, acting as consultants, provide information similar to that provided by a staff specialist.

Six of the nine national packers have staff specialists who perform studies used in making inventory decisions. Most hold graduate degrees. One of these not only has a trained economist on its staff, but also uses an outside specialist. This packer believes that each provides a check on the other and that the outside specialist brings to the firm the advantage of an objective point of view unaffected by the opinion of the firm's management. None of the remaining three national packers uses an outside service. Line executives provide the economic analysis for these packers.

Of the six regional packers studied, one had a staff specialist and two employed the services of outside consultants. The local and sectional packers studied had no staff specialists and did not use outside consultants.

The role of staff specialists varies among firms. Sometimes the staff economist is assigned line functions, but continues his previous staff responsibilities in connection with inventory plans and policies. A number of staff specialists devote only part of their time to such activities as price analysis, etc. Their talents often are required as general advisors for a broad range of corporate activities.

DECISION-MAKING: In some firms management as a group formulates inventory policies and plans by working jointly to arrive at decisions. In other firms a single individual decides the course of action. Most packers utilize a combination of these two extremes.

For most of the national packers, the committee form of operation is predominant. Regional, sectional and local packers often are organized to formulate inventory plans by having one or two members of top management informally consult with managers representing the important areas of packer management and by exercising their own judgment as to appropriate courses of action. In the case of the larger regional packers, we observed that a committee decision-making process was used, not unlike some of the national packers.

All packers interviewed make use of the standard USDA reports and of the statistics appearing in well-known trade publications. Many executives mentioned the need for improving the accuracy of the pig crop reports; a few companies have instituted their own livestock surveys to supplement the government reports. AMI semi-monthly reports on freezer stocks owned by member companies also are used widely.

Up to this point, we have presented an essentially descriptive report of inventory management practices. In the following paragraphs we will present our opinions on a number of controversial issues relating to seasonal pork inventory management.

By our definition, involuntary storage involves retaining of surplus commodity because the packer is afraid that selling it will hurt his product prices. For deficit product, it involves buying in advance for fear that purchasing on a hand-to-mouth basis would cause an undue increase in raw material costs.

Most large packers feel that involuntary storage is necessary and prudent. A few feel that it is nearly always unwise and have instituted rigorous inventory control systems to avoid the practice. We believe that even a large multi-plant national packer can eliminate involuntary storage if he chooses to do so.

The most controversial question in seasonal inventory management is whether involuntary storage is wise. Most of the large packers think it is. We doubt that it should be used as much as it is. It seems to us that those who practice involuntary storage overemphasize the sales revenue decrease that might result if product prices were temporarily lowered a few cents per pound. We grant that most of their current production would be affected by the price decline, while only a small part needs to be stored to prevent the decline.

Such a view, however, not only underemphasizes the price risks associated with inventories, but also ignores the fact that decreased product prices, if they occur, are rapidly reflected in lower prices in buying hogs. Decision-makers forget that profits for meat packing depend more on gross margins than on product prices.

There is no real advantage to farmers when packers accumulate unprofitable inventories. Any temporary increase in hog prices which may result when inventories increase is substantially offset when inventories are liquidated. At that time, hog prices will be lower than they otherwise would have been.

ACCOUNTING FOR INVENTORY PROFITS: Few of the companies interviewed had accounting records in which the profits or losses from seasonal inventory accumulations for the entire company were recorded product by product.

The reason usually given for the lack of such records was that management had a "pretty good idea" of the profitability of inventory operations, since inventory positions were discussed in detail at least once each week during regular meetings. But devising a useful accounting record of the profits from seasonal inventory accumulations for managerial purposes was considered very difficult. If a useful accounting system for this operation is difficult to construct, it is hard to believe that an adequate figure could be kept in mind without even using the back of an envelope.

If a company engaged in voluntary storage only, an adequate profit analysis of seasonal inventory operations might be devised by using the difference between the selling price received and the total of storage cost and market price at the time product was added to inventory. Even in this case, a formal record of inventory profits would be useful in evaluating the inventory operation itself and in appraising the return of past and future investments in freezer facilities.

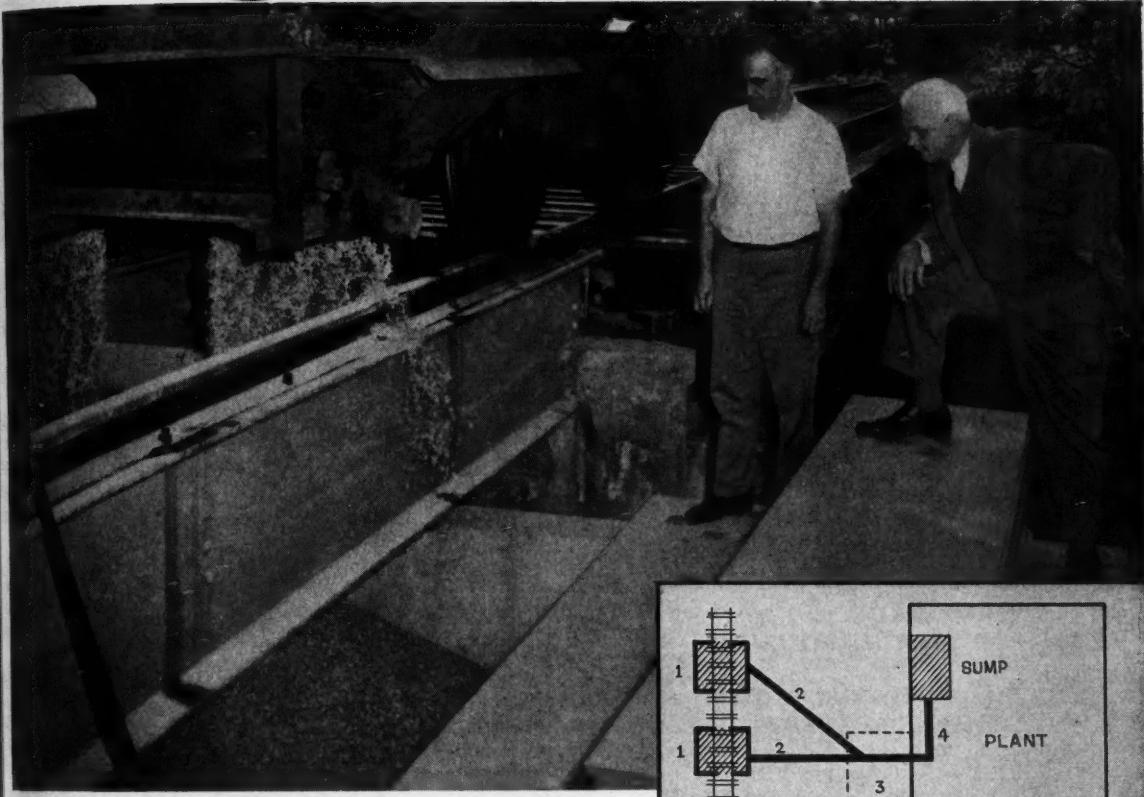
When involuntary storage of surplus product occurs, the market price for the product at the time it is added to inventory is not a proper reflection of its economic value. To the extent that selling the product rather than storing it would have lowered the market price, the economic value of the product added to inventory is less than the market price. As mentioned previously, the effect on hog prices also must be considered by the decision makers.

Comparable problems would be faced in evaluating the worth of deficit products at the time of use. The lack of an inventory presumably would have increased the

[Continued on page 32]

THE NATIONAL PROVISIONER, DECEMBER 2, 1961

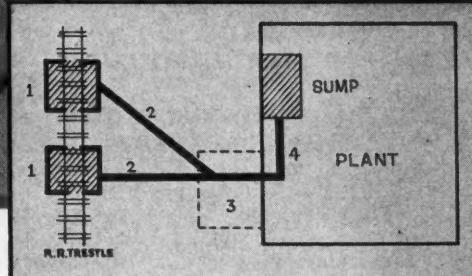
salt engineering



New approach to brine making cuts salt unloading time 32 man-hours per car

At this N. J. plant Sterling Rock Salt used to be unloaded manually into a chute feeding a brine tank located ten feet from the tracks. Cost of the operation: an expensive 32 man-hours per car. Furthermore, the 60-ton brine tank had to be exhausted down to ten tons before another 50-ton carload of salt could be added, creating problems of reserve and scheduling.

An International Salt Company Technical Service representative and the plant manager solved the situation by installing two 55-ton Sterling Storage Lixators under the existing railroad trestle. Salt drops directly from the hopper cars into them.



Pipes (2) deliver brine from new 55-ton Lixators (1) to existing pipe line (4) that served old Lixator (3). New construction made maximum use of existing installation — did not affect railroad trestle or plant interior.

Gravity supplies the labor, releasing the 32 man-hours. And when the Lixators* get down to 30 tons each, a 50-ton carload tops them off with 25 tons apiece. Ordering is simplified, and the buyer never has to worry about reserve. And how does the salt get to points of use? Simple. The Lixators produce crystal-clear, fully saturated brine automatically. Pipes carry it into the plant.

Local contractors competed for

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the job by sealed bids estimated from complete plans supervised by International's Technical Service Department.

This project is a good example of how International salt engineering can benefit salt users. If you're interested in unequaled technical assistance on any phase of salt handling, storage or dissolving, write International Salt Company, Clarks Summit, Pa., or nearest district office.

*Registered T.M. International Salt Company

INTERNATIONAL  **SALT COMPANY**
"A STEP AHEAD IN SALT TECHNOLOGY"

Hartford Sausage Plant

[Continued from page 16]

fibrous casings used in large stick and loaf production.

The heat processing area houses three Atmos air-conditioned smokehouses and two Atmos cooker cabinets and one shower stall. All these units are made of stainless steel and are instrument controlled (with the exception of the shower stall). Aux-

plant piping is tagged in a similar manner. The valve and pipe locations are shown on a master chart which makes plumbing and other maintenance work easier; it is unnecessary to tear up half a floor to locate a pipe needing attention. Insulation on the pipes is color coded to identify the kind of service: water, gas, steam and so forth.

After temporary retention in the processing room, the product is



iliary equipment is located on top of the houses and the high ceiling permits unhampered service work.

Each valve in the heat processing room has a numbered metal tag. All

STANDING by oil painting of the new sausage manufacturing plant are David Grote Thornton, treasurer of Grote & Weigel, and Russell Weigel, vice president of the New England sausage establishment.

moved to the finished goods holding cooler where it is placed in a Gebhardt immediate chill cabinet and internal temperature is reduced to 40° F. in 4 minutes for franks and 15

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PHILLY'S LEADING BROKER FOR FOOD ITEMS RELATED TO WHOLESALE MEAT BUSINESS

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GASTMEYER-HINSCH, INC.	HOBOKEN, N. J.
WATSON TURKEY FARMS	BLACKWOOD, N. J.

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See page A-6 of
"Purchasing Guide
for the
Meat Industry"
for details

minutes for large stick products. The cooler is held at 35° F. Fast chilling permits product to be made, cartoned and shipped the same day, comments Taylor. Quick chilled products, such as franks, can be stored in their bulk shipping containers on shelves, increasing the holding capacity of the cooler. The fast-chill unit is located within the cooler so that cage product is moved forward to it from the processing area and thence to the holding space.

The offices are located in the front of the building. A large percentage of one wall area is glass so that officials can see into the main stuffing room and the shipping cooler. G & W executives do not consider this arrangement too important as a control factor, since they spend much time in the plant, but it gives customers and other visitors a good view of the immaculate kitchen.

The boiler room is equipped with a package steam generator and Bell & Gossett heat exchangers for hot water. Five Frick compressors furnish about 75 tons of refrigeration. An atmospheric Baltimore Aircell condenser is mounted on cement footings in a fenced area.

Jamison cooler doors are used throughout the plant. Management is planning to install an air curtain at the point of greatest traffic between



LOOK! NO HANDS! Employee turns on water by action of his knee.

hot and cold areas, i.e., at the entrance to the heat processing room from the stuffing room. This opening is now closed by an air-operated slideaway door, but G & W officials believe that time and refrigeration are lost through opening and closing

the door. Moreover, employees tend to leave the door open until they return to the stuffing area, even when they are moving cages to the farthest smokehouse.

With its wall and roof design, the plant can be expanded easily since the heat processing, cooler and manufacturing areas can be extended outward without disrupting the desirable forward flow pattern, comments Russell Weigel.

FDA Chief Launches New Attack on Food Faddists

Declaring that "fad" foods are replacing wholesome staples in many diets, George Lerrick, commissioner of the Food and Drug Administration, told delegates to a recent joint meeting of the FDA and the American Medical Association that the agency is hoping to counter faddist claims by intensifying its public education campaign which stresses the nutritional quality of the nation's processed foods.

Fad foods are promoted by self-styled nutritionists whose lectures and publications "continuously prescribe various food items to prevent disease and assure good health, while attacking ordinary foods as detrimental to health," he said. He observed that their influence is growing through books, pamphlets and other publications.

Pointing out that enforcement of FDA powers is difficult because of the scope of faddist activities and the jurisdictional limitations of federal statutes, Lerrick added that in spite of these difficulties, the FDA has had "considerable success in combating food quackery in the courts."

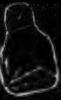
Besides attacking blatant faddism and quackery, the FDA chief served a warning to certain members of the legitimate food processing industry: "Especially disturbing is the tendency shown by some big and hitherto respected food concerns to use quackery in their sales material."

Hog Raising Film Stresses Role of Management

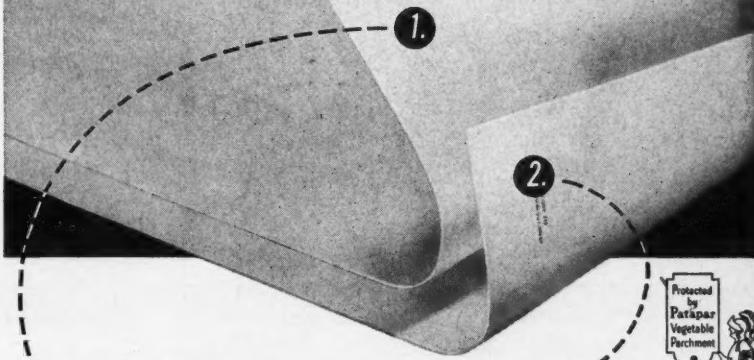
The need for good management practices in hog raising is the subject of "High Hopes for Hogs," a new 14-minute color slide film produced by Hess & Clark, Ashland, O., manufacturer of animal health and feed medication products.

The film places emphasis on the basic elements of 1) balanced feed for profitable gains, 2) effective medication for better health and 3) continuous sanitation for greater protection of the animals.

THE NATIONAL PROVISIONER, DECEMBER 2, 1961

Does your ham  or slab bacon  present a packing problem?

PATERSON DU-L-WRAP comes in combinations to suit any FDA requirement



Pick a protective DU-L-WRAP inner sheet from a wide range of Paterson substances made with FDA approved ingredients. You pay for only the amount of grease resistance and protection your product needs. No extras for unnecessary weight or unwanted mill processes.

Combine your choice of inner sheet with Paterson's bright, white, pure PATAPAR® Vegetable Parchment outer sheet. Specify any printed design and any combination of colors you want. It's all done for you at the Paterson plant.

The attractive result is a pure, grease-resistant wrapper that attracts customers, makes packing simple for you. The DU-L-WRAP sheets are attached at one end for ease and convenience on the wrapping table. You have a wrapper that's custom tailored to your product. But you don't pay custom prices.

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says *Bert Caywood, Asst. Manager of Transportation, J. S. Dillon & Sons Stores Co., Inc., Hutchinson, Kansas*

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"A good example of why we're changing is unit No. 15. This 1958 model, our first Super Duty, has now logged 137,202 miles without an engine overhaul. It still uses less than a quart of oil between oil changes and consistently averages about 5 miles to the gallon—under full load!

"Every driver that's been behind the wheel of a Ford has nothing but praise for the genuine performance of that powerful 477 Super Duty V8. They maintain faster schedules because there's no wasted time creeping up grades in low gear, the way we did with former equipment—trucks that had a greater 'rated' horsepower.

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COMPANY

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THE NATIONAL PROVISIONER, DECEMBER 2, 1961



Livestock Group Changes Name; Policy Session Set

Formal transition of operations under its new name and installation of officers will be the order of business at a planning and policy meeting of the officers, governing bodies, committees and councils of the Livestock Industry Markets Association in Kansas City, Mo., on December 9 and 10. The group formerly was named the National Association of Livestock Auction Markets.

C. T. (Tad) Sanders, general manager and counsel, explained that the new name was adopted because of

the extensive changes in methods and services rendered in selling livestock in recent years. The group is composed of "certified markets" and 37 participating state associations.

Policy matters involving government relations will be discussed by the 15-man livestock market council, which has under consideration a "declaration of principles." This declaration is expected to serve as a guide in evaluating legislative and regulatory matters concerning the livestock producing industry and its markets.

Raymond Schnell of Dickinson, N.D., will be installed as president

of the organization at the meeting. Others taking office will be: vice president, Joe L. Sorenson, Roseville, Cal.; treasurer, James W. Prince, St. Johns, Mich., and secretary, W. H. Hodges, Alexandria, La.

Hormel Employees Receive \$302,372 Joint Earnings

Geo. A. Hormel & Co., Austin, Minn., paid its 23rd consecutive year-end joint earnings check. Each of the eligible employees received .329 times his basic 40-hour weekly check, compared with 1.396 times in 1960. This year's total distribution amounted to \$302,372 compared with the 1960 figure of \$1,253,525 and was paid to 8,209 Hormel employees throughout the country. Of the total amount, \$186,275 was paid to 4,900 employees at the Austin plant.

H. H. Corey, Hormel board chairman, pointed out: "Since the start of the joint earnings plan in 1939, a total of \$24,350,440 has been paid to our people. This payment is not part of the employee's regular wage. It comes from profits and is a reward to employees to encourage fine workmanship and effective teamwork which contribute to company profit."

Toronto Men Convicted In Brandon Packers Case

Toronto businessmen Hugh Paton, 42, and D. Hubert Cox, 47, have been convicted in Brandon, Man., on charges of conspiracy, theft and fraud involving \$460,000 in funds of Brandon Packers, Ltd., Brandon. Justice A. M. Monnin sentenced them to seven years in prison.

The offenses were alleged to have taken place between January 1, 1958, and November 30, 1960, while the defendants had control of the meat packing company. The trial lasted eight weeks.

Humane Education Meeting

An international conference on humane education has been called for June 17-23, 1962, by the International Society for the Protection of Animals, which lists humane slaughter of food animals throughout the world among its leading goals. The ISPA, organized about two years ago, has headquarters in Boston.

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REMARKABLE FEATURES OF BOTH SAWs!

Extremely high speed operation gives smoother, more accurate cuts. Units so light, operator has maximum maneuverability, minimum fatigue. Precision made of corrosion resistant materials. Economical to maintain and operate. Simple to use, easy to clean. Safety guards. Instant stop and start lever. Hangs up out-of-way when not in use.

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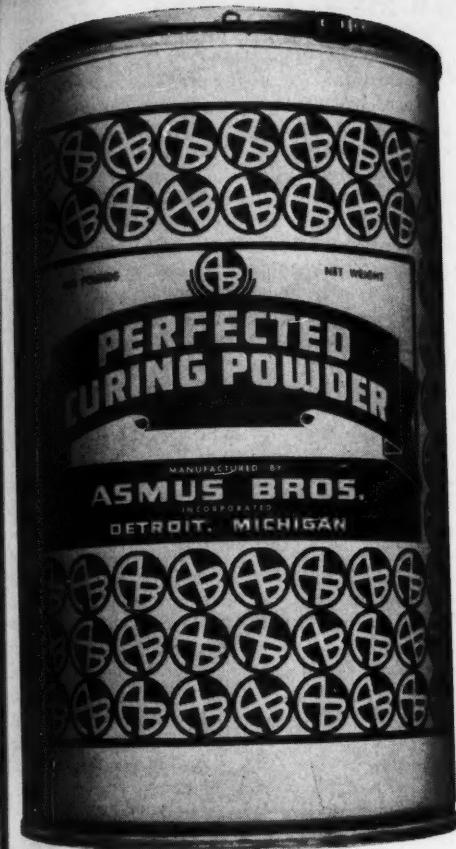
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Piggyback Rates Withheld

The reduced westbound trailer-on-flatcar rates on fresh meats and packinghouse products which the railroads had published to become effective on November 20 were suspended by the Interstate Commerce Commission on November 16.



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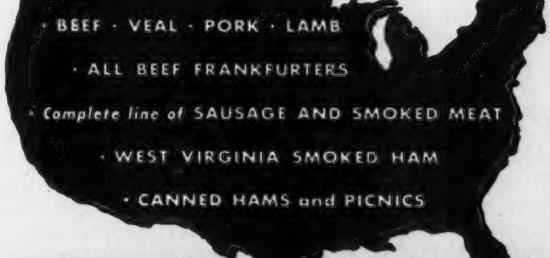


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Seasonal Pork Inventories

[Continued from page 24]

market price of the raw material at the time of use. In this case the value of the product taken from inventory is greater than its market price; but again an allowance for the effect of product prices on hog prices will have to be made.

It should be clear that the sort of inventory record envisaged here would be for managerial purposes only. It is not suggested that it be used in financial accounting records. It would require difficult estimates by management and could hardly be precise. But the difficulties are part of the economic situation in which inventory decisions must be made.

Management does not ease the task of making good inventory decisions by failing to develop such records. Devising and maintaining such records might lead to a better concept of the considerations that should be evaluated in making inventory and related operating decisions. The records themselves certainly would aid in evaluating the profitability of inventory decisions that had been made.

SPECULATION NEEDED: One reason why pork inventory management is such a difficult problem for the packing industry is that there is not enough speculation in frozen pork by small packers and by outsiders. By speculation we mean the purchase of frozen pork on a commodity basis with the intention of reselling it on a commodity basis at a profit.

Speculation is related to, but distinct from, voluntary storage. In both voluntary storage and speculation the motivation is the expectation of a price change. In the case of voluntary storage the amount of price risk assumed is limited to the amount of product the company itself has produced or will eventually need to buy. In the case of speculation there is no such limitation.

If there is no speculative activity in frozen pork, surplus product is sold on a commodity basis only once. The surplus producer sells it, directly or through a broker, to a buyer who expects to use it in his own processing. To the extent that there is speculation, the same product is sold over and over again on a commodity basis. The original producer might sell to a speculator who might sell to another speculator who, in turn, might sell to the packer or processor who finally uses the product in his operations.

In the absence of speculation the market for items like frozen bellies and hams necessarily is relatively thin. The main advantage of speculation is that it would broaden the market by increasing the number of transactions and the number of potential buyers and sellers.

All of the companies interviewed were reluctant to speculate, although some admitted that they occasionally did speculate. Many of those to whom we spoke also referred to instances of speculation by outsiders. The usual reaction was that speculation by outsiders was harmful because it was ill-informed and, therefore, erratic and made price predictions more difficult.

We do not believe that increased speculative activity by national or large regional packers would tend to broaden the market for frozen pork. It probably would have the opposite effect. The problem is to encourage more speculation by well-informed but small-scale speculators, so that large and medium-sized packers would be less inclined to indulge in involuntary storage.

There are at least two aspects to the problem of encouraging small-scale speculation. One is to make frozen pork an easier and more attractive commodity for speculation. The other is to provide the sources of information that would be needed to keep small-scale speculators reasonably well-informed.

SEVERAL STEPS: There are several steps that can be taken to make frozen pork a more attractive speculative commodity. Among these are the following: developing institutional arrangements to provide credit for the support of speculative inventories; encouraging brokerage firms to seek out potential speculators as customers, and developing product quality criteria that are as objective and uniform as possible.

The most effective institutional arrangement ever devised for encouraging speculation is the futures market. One may question whether any frozen pork product is suited to futures market trading. Ideally, a futures market commodity should be one which buyers are willing to purchase on the basis of objective specification alone. Pork is not ideal in this respect. Purchasers like to know who produced the frozen pork they are buying. Although this consideration and others that could be mentioned may make it difficult to develop an effective futures market for pork, it would be a mistake to give too much weight to these factors.

Contrary to popular opinion, wheat is another commodity that is not ideally suited to futures trading. Millers prefer to bid on a carload of wheat after examining a sample of it; they are reluctant to use wheat delivered on futures contracts in their actual milling operations. Nevertheless, the wheat futures market was used widely for hedging prior to government price support programs.

The history of futures markets over many decades and in many commodities suggests that a futures market will not attract the broad speculative following it needs unless it is used by hedgers. The recent opening of a futures market for frozen bellies on the Chicago Mercantile Exchange is an interesting and important development. Those packers who believe it is desirable to encourage speculation in frozen pork should seriously consider using this market to hedge part of their frozen belly inventories.

Even a long-established and broadly-based future market must be used intelligently to provide a useful hedge. Intelligent understanding and experience are even more important in a new market. Inexperienced hedgers should not expect to master the art of hedging without making mistakes and should not jump to the conclusion that future markets are impractical for pork solely on the basis of one or two unsuccessful ventures. Certain firms might be wise to consult outside experts until they have acquired a backlog of experience in this particular area.

Whether the institutional framework for speculation happens to be the existing brokerage firms or a future market, it is in the best interest of the industry to encourage well-informed speculation. This is largely a matter of developing and supporting the means for publishing current market information and distributing it to the thousands of small packers and tens of thousands of hog producers who already have a background of knowledge and experience that might be utilized profitably in speculative industry.

We believe this article will have served a constructive purpose if it leads to a better understanding of the dangers and opportunities inherent in managing seasonal inventories and the alternatives available to meet them.

Since inventory management is a difficult and complex topic, we do not expect all readers to agree with us. We will be satisfied if readers find that in disagreeing with us, they are refining their own thinking on the topic. By concluding the article with some personal comments on a few highly controversial subjects, we are confident that we have given all readers at least some views with which they can disagree.

'Imitation Ham' Label Is Deceptive and Condemns Preferred Product — Armour

THE "IMITATION" label that must be borne by any added-moisture ham leaving a federally inspected plant since November 17 amounts to "false and misleading" abasement and can result only in "driving from the market a wholesome, healthful product for which consumers have demonstrated their preference," according to Armour and Company, Chicago, which had experience with the label on moist hams last year.

During the recent court hearings in Washington, D. C., when Armour initiated its action to enjoin and nullify the now-effective moisture regulations, the U. S. Department of Agriculture noted that the regulations wouldn't bar moist products labeled "IMITATION."

Stated Dr. M. R. Clarkson, acting administrator of the USDA Agricultural Research Service, in an affidavit: "The rule-making proceedings clearly developed that consumers cannot, on the basis of appearance, distinguish hams and other smoked pork products which do not contain added moisture from similar products containing added moisture. The amended regulations will protect the consumer by providing that products not meeting the moisture requirements of the regulations shall be identified as 'IMITATION.' They will merely restore requirements that had been in effect for many years."

The labeling provisions referred to by Dr. Clarkson are contained in Section 17.8 of the Meat Inspection Regulations, forbidding false or deceptive labeling and practices. Subparagraph (b), in effect since October 1, 1941, reads: "A label for product which is in imitation of another food shall bear the word 'imitation' immediately preceding the name of the food imitated and in the same size and style of lettering as in that name and immediately thereafter the word 'ingredients' and the names of the ingredients arranged in the order of their predominance."

ARMOUR TELLS EXPERIENCE: Armour, which now hopes to obtain a preliminary injunction from the U.S. Court of Appeals for the District of Columbia on the basis of a full-scale hearing during the week of December 11, attacked the "imitation" designation and related its experience with the label in an affidavit signed by company attorney E. G. Robbins. Said he:

"The label 'IMITATION' which

defendants seek to require Armour to place upon hams processed to exceed the uncured weight (hereinafter called moist hams) is utterly false and misleading because the word 'IMITATION' connotes inferiority and cheapness resulting from the substitution of ingredients. In my previous affidavit I have set forth facts showing that moist hams are just as wholesome and healthful as hams processed to green weight (hereinafter called dried out hams), and that moist hams are superior to dried out hams in nutritional quality.

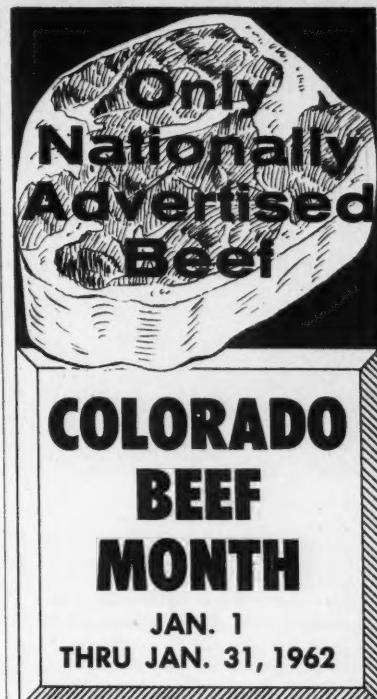
"The suggestion implicit in the label 'IMITATION' that moist hams are made from substitute ingredients is simply not borne out by the facts. Both the moist ham and the dried out ham contain identical ingredients. These ingredients are pork ham meat, water, salt, trisodium polyphosphate, sugar and sodium nitrite. Since precisely the same ingredients are used in producing moist hams and dried out hams, there is simply no basis for any suggestion that moist hams are an imitation of dried out hams.

"Armour's past experience demonstrates that consumers prefer moist hams but that a substantial number of consumers who would otherwise purchase moist hams have been confused by the label 'IMITATION' and therefore have not purchased the product which they desire.

"In the seven-month period extending from July of 1960 through January of 1961, Armour produced moist ham and was required to label it 'IMITATION.' During that seven-month period only approximately 4,820,000 lbs. of the moist ham was produced by Armour. On the other hand, during the same period Armour produced approximately 27,520,000 lbs. of the dried out hams.

"After the regulations of December 30, 1960 were promulgated, permitting the production of moist hams without the label 'IMITATION,' Armour produced approximately 36,750,000 lbs. of moist hams during a seven-month period. During this seven-month period Armour produced no dried out hams."

LIKE PEA CASE: In opposing the government's motion for summary judgment upholding the validity of the amended regulations, also denied by the U. S. District Court last month, Armour said the label requirement is similar to one struck down as "unwarranted and unrea-



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Radio scripts, publicity pictures, menus, party suggestions and promotional material was utilized.

Advertisements in such publications as American Restaurant, Club Management, Food Service, Institutions, Restaurant Management, Volume Feeding and Hotel Monthly build up promotional spirit.

In January, full page ads directed to the consumer...encouraging dining out "on Colorado Beef"...will appear in Town and Country, The New Yorker, Gourmet and The Diplomat. Newspapers to be used will include the Los Angeles Times, San Francisco Examiner, Chicago Tribune, New York Times, Washington D.C. Post and New Orleans Times-Picayune.

Packers are urged to cooperate in this national campaign. For additional details write or use the coupon below.

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Colorado Advertising and Publicity Dept.
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Average 220# and costs the same as Load B. Yielding 70.90% packer style, it cuts out only 34.75% on the 3 important primal cuts. Here a higher yield actually costs you 78¢ per hundred more than does lower yielding Load B.

LOWER YIELDING LOAD B

Averages 220# and costs the same as Load A. While it only yields 68.50% packer style, it cuts out 37.25% of liveweight on the 3 important primal cuts. The extra red meat makes an average 220# hog worth a bonus of \$1.36 . . . although this is the lower yielding load!

WHICH LOAD has the HIGH PRIMAL?

you can be fooled by high yields alone...

actually, the important difference between profit and loss depends on a high percentage of primal cuts. For a rule of thumb, figure a bonus of 25¢ per hundredweight for each additional percent of primal.

weigh the 3 important primal cuts!

weigh only shoulder, loin and ham to discover the exact amount of meat cut from live weight . . . it will run as low as 33% to as high as 38.5%. Selecting hogs that bring higher percentages of primal is a matter of "feel" . . . only experience, hard work, and a keen eye gives an order buyer the necessary judgement to buy the best . . . day-in, day-out. We pride ourselves that a load from WEST costs less and gives you more red meat!

Prices vary from one end of the yards to another . . . instant Walkie-Talkie communication between the 5 divisions on the Omaha Market finds the cheapest spots for WEST buyers . . .

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ALL MEAT... output, exports, imports, stocks

sonable" in a 1937 case brought by pea canners against the USDA. The USDA regulations would have required canned dried ripe peas to be labeled, "Below U. S. Standard. Low Quality But Not Illegal. Soaked Dry Peas."

Noting that the law involved in that case was designed to promote honesty and fair dealing in the interest of the consumer, the U.S. Court of Appeals for the 7th Circuit opined: "It cannot be in the interest of the consumer to drive from the market this useful and cheaper product through branding it so the public will not buy it."

Incongruity in the current USDA position on labeling also was emphasized by Armour, which said: "While the Clarkson affidavit does not specifically state that the label 'IMITATION' is the only type of label which would afford consumers protection in purchasing most hams, the Secretary has argued that consumers do not read long labels and many cannot read them at all. The short answer to this contention is that if consumers do not read labels, then a requirement that moist hams be labeled 'IMITATION' will not give the consumer any protection." The Armour brief went on:

"Either consumers read labels or they don't. If they don't read labels, there is absolutely no sense in requiring moist hams to be labeled 'IMITATION' or anything else. If they do read labels, there is no justification for requiring a false and misleading label such as 'IMITATION' rather than some other label correctly naming the product and showing moisture content by qualifying phrase."

If Armour succeeds in getting a preliminary injunction from the Court of Appeals in Washington this month, it will take only about 24 hours for the industry to begin producing moist hams again, according to time estimates of both the company and the USDA. The question of whether the current regulations should be declared null and void because of alleged "arbitrary and capricious" action by the Secretary of Agriculture in promulgating them is still before the U. S. District Court in Washington.

USDA Purchased More Meat and Lard Last Week

The U.S. Department of Agriculture announced the purchase last week of an additional 2,499,000 lbs.

of ground beef for school lunches. At the same time USDA indicated that this week's buy will be the last under the current buying program. Prices paid were from 42.19¢ to 42.49¢ per lb. Twenty-six cars were purchased in the Northeast and Southeast at premium prices of 43.15¢ to 43.46¢ per lb.

Offers were accepted from 22 out of 24 bidders who together had offered a total of 3,570,000 lbs. Last week's supply, costing \$1,065,000, brought the aggregate cost of 38,262,000 lbs. of the meat to \$16,110,000 since buying began.

USDA also reported the purchase of 6,839,625 lbs. of canned chopped meat at prices ranging from 39.97¢ to 40.32¢ per lb. Ten cars were bought in the Southeast at 40.57¢ to 40.82¢ per lb. Bids were accepted from six out of seven firms which had offered a total of 8,148,075 lbs.

The agency also bought 6,616,350 lbs. of canned pork and gravy at prices ranging from 51.99¢ to 53.25¢ per lb. Offers were accepted from 12 out of 19 firms which had offered a total of 11,536,200 lbs. of the product. Cost of the supply was \$3,944,000.

USDA announced the purchase last week of 5,301,600 lbs. of lard at prices ranging from 11.49¢ to 11.68¢ per lb. It was also announced that purchasing of lard in 3-lb. tins will be resumed, with about 2,000,000 lbs. to be earmarked for shipment to Puerto Rico. About \$615,000 was spent for last week's lard supply.

AMI PROVISION STOCKS

Provision stocks as reported to the American Meat Institute on November 11, were 16 per cent larger than two weeks earlier, but 7 per cent below last year.

The accompanying table shows November 11 stocks as percentages of holdings two weeks previously and a year earlier.

	Nov. 11 Stocks as Per cent of Oct. 28, 1961	Nov. 12, 1960
Frozen Pork:		
Picnics	206	159
Hams	153	63
Bellies	174	59
Loins	111	111
Jowels	150	92
Butts	111	111
Spareribs	93	146
Trimmings	121	107
Livers	121	143
Other Pork	101	129
Total frozen pork	120	95
Pork—cured, in cure:		
D.S. bellies	122	87
Fat backs	96	67
Hams, S.P.-D.C.	109	97
Picnics, S.P.-D.C.	91	77
Bellies, S.P.-D.C.	116	89
Other cured, in cure	95	90
Total cured, in cure	109	88
Total pork prod.	116	93
Lard and RPF	92	116

Holiday Week Meat Production Down Sharply

Livestock slaughter, interrupted by the holiday, reduced total meat production for the period to 392,000,000 lbs. from 442,000,000 lbs. for the full previous week. However, with slaughter of cattle and hogs well above numbers last year, meat production last week was about 9 per cent above volume for the same week of 1960. Cattle kill numbered about 17,000 head larger than last year, while hog slaughter was up by about 217,000 head from a year ago. Estimated livestock slaughter and meat production appear below as follows:

Week Ended	BEEF		POORK (Excl. lard)	
	Number M's	Production Mill. lbs.	Number M's	Production Mill. lbs.
Nov. 25, 1961	330	193.7	1,300	172.8
Nov. 18, 1961	385	221.8	1,450	196.8
Nov. 26, 1960	313	184.9	1,083	154.5
VEAL		LAMB AND MUTTON		TOTAL MEAT
Week Ended	Number Production M's Mill. lbs.		PROD. M's Mill. lbs.	
	Number M's	Production Mill. lbs.	Number M's	Production Mill. lbs.
Nov. 25, 1961	90	9.5	245	11.3
Nov. 18, 1961	113	12.0	240	11.0
Nov. 26, 1960	91	9.8	249	11.8
1960-61 HIGH WEEK'S KILL: Cattle, 462,118; Hogs, 1,859,215; Calves, 200,555; Sheep and Lambs, 369,561.				
1960-61 LOW WEEK'S KILL: Cattle, 154,814; Hogs, 641,000; Calves, 55,241; Sheep and Lambs, 137,677.				
AVERAGE WEIGHT AND YIELD (LBS.)				
CATTLE				
Week Ended	Live	Dressed	Live	Dressed
	1,030	587	240	137
	1,020	576	238	136
Week Ended	1,042	591	244	143
CALVES				
Week Ended	Live	Dressed	Live	Dressed
	190	106	96	46
	190	106	96	46
Week Ended	193	108	99	47
SHEEP AND LAMBS				
Per cwt.	MIL. lbs.	Per cwt.	MIL. lbs.	
Nov. 25, 1961	—	—	40.0	—
Nov. 18, 1961	—	—	—	44.5
Nov. 26, 1960	—	—	14.3	37.9
LARD PROD.				
LARD				
Week Ended	Per cwt.	MIL. lbs.	Per cwt.	MIL. lbs.
	—	—	—	—
Nov. 25, 1961	—	—	—	—
Nov. 18, 1961	—	—	—	—
Nov. 26, 1960	—	—	—	—

PROCESSED MEATS . . . SUPPLIES

October Meat Processing Volume Largest For 4-Week Period in Many Years; Could be New All-Time Mark

PROCESSORS of meats and meat food products stepped up their operations in October as aggregate volume of all products handled rose to 1,515,249,000 lbs. Up sharply from 1,412,140,000 lbs. in the corresponding

four October weeks of last year, October, 1961, volume was the largest for any four-week period in several years and perhaps a record.

Volume of many items was up proportionately, although the in-

crease in sausage production to 140,026,000 lbs. from 138,194,000 lbs. last year, was a modest one. The increase in the amount of steaks, chops and roasts was only moderate.

Processors sliced 81,884,000 lbs. of bacon for only a trifling increase over last year, while lard volume was increased sharply.

MEATS AND MEAT FOOD PRODUCTS PREPARED AND PROCESSED UNDER FEDERAL INSPECTION—OCTOBER 1 THROUGH 28, 1961, COMPARED WITH CORRESPONDING PERIOD, OCTOBER 2 THROUGH 29, 1960.

	Oct. 1-28, 1961	Oct. 2-29, 1960	43 Weeks 1961	43 Weeks 1960
Placed in cure—				
Beef	14,318,000	13,589,000	136,787,000	133,511,000
Pork	264,322,000	254,935,000	2,666,059,000	2,802,283,000
Other	235,000	116,000	5,082,000	5,129,000
Smoked and/or dried				
Beef	3,784,000	4,243,000	39,807,000	42,406,000
Pork	200,755,000	188,913,000	2,038,385,000	2,095,285,000
Cooked Meat—				
Beef	5,005,000	7,255,000	68,513,000	76,956,000
Pork	16,445,000	19,027,000	186,940,000	220,242,000
Other	368,000	394,000	3,529,000	2,210,000
Sausage—				
Fresh finished	22,119,000	22,022,000	198,632,000	209,029,000
To be dried or semi-dried	11,219,000	10,791,000	108,580,000	107,097,000
Franks, wiener	50,737,000	50,841,000	598,636,000	593,059,000
Other, smoked, or cooked	55,951,000	54,540,000	598,646,000	571,294,000
Total sausage	140,026,000	138,194,000	1,485,494,000	1,482,479,000
Loaf, head cheese, chili, jellied products	17,070,000	16,980,000	171,952,000	172,816,000
Steaks, chops, roasts	54,642,000	50,237,000	527,700,000	511,097,000
Meat extract	177,000	241,000	1,990,000	2,302,000
Sliced bacon	81,884,000	81,593,000	848,012,000	889,055,000
Sliced, other	26,919,000	25,073,000	275,993,000	258,338,000
Hamburger	25,517,000	28,053,000	195,779,000	189,809,000
Miscellaneous meat product	26,143,000	19,657,000	201,674,000	169,235,000
Lard, rendered	167,960,000	152,421,000	1,648,530,000	1,681,065,000
Lard, refined	131,302,000	115,238,000	1,247,088,000	1,245,764,000
Oleo stock	5,951,000	5,671,000	56,978,000	57,227,000
Edible tallow	33,721,000	32,476,000	360,319,000	314,377,000
Compound containing animal fat	70,234,000	60,101,000	693,173,000	634,984,000
Oleomargarine containing animal fat	15,065,000	7,771,000	126,678,000	108,577,000
Canned product (for civilian use and Dept. of Defense)	213,402,000	189,958,000	2,007,609,000	1,876,903,000
Totals*	1,515,249,000	1,412,140,000	15,006,039,000	14,973,930,000

*These figures represent "inspection pounds" as some of the products may have been inspected and recorded more than once due to having been subjected to more than one distinct processing treatment, such as curing first and then smoking, slicing.

DOMESTIC SAUSAGE

Pork sausage, bulk (f.o.b. Chgo.)	
in 1-lb. roll	33 @ 41
Pork saus. sheep cas., in 1-lb. package	53 1/4 @ 62
Franks, sheep casing, in 1-lb. package	62 @ 71
Franks, skinless, 1-lb. 49 @ 50	
Bologna, ring, bulk 47 1/2 @ 56	
Bologna, a.c., bulk 40 @ 41 1/2	
Smoked liver, n.c., bulk 54 @ 60	
Smoked liver, a.c., bulk 40 @ 50	
Polish sausage, self-service pack, .66 @ 75	
New Eng. lunch spec. 65 @ 70	
Olive loaf, bulk 46 1/2 @ 53	
Blood, tongue, n.c. 51 1/2 @ 66	
Blood, tongue, a.c. 46 1/2 @ 64	
Pepper loaf, bulk 51 1/2 @ 69	
Pickle & Pimento loaf 43 1/2 @ 50	
Bologna, a.c., sliced, (del'd) 6, 7-oz. pack, doz. 2.67 @ 3.60	
New Eng. lunch spec. sliced, 6, 7-oz. doz. 4.17 @ 4.92	
Olive loaf, sliced, 6, 7-oz. doz. 3.02 @ 3.84	
P.L. sliced, 6-oz. doz. 2.87 @ 4.90	
P&P loaf, sliced, 6, 7-oz. dozen 2.87 @ 3.60	

DRY SAUSAGE

(Lb.)	
Cervelat, hog bungs 1.11 @ 1.13	
Thuringer 67 @ 69	
Farmer 75 @ 77	
Holsteiner 90 @ 92	
Salami, B.C. 1.01 @ 1.03	
Salami, Genoa style 1.10 @ 1.12	
Salami, cooked 51 @ 53	
Pepperoni 90 @ 92	
Sicilian 1.00 @ 1.02	
Goteborg 94 @ 96	
Mortadella 77 @ 79	

CHGO. WHOLESALE

SMOKED MEATS

Wednesday, Nov. 29, 1961	
Hams, to-be-cooked, (av.)	
14/16, wrapped	46
Hams, fully cooked	47
Hams, to-be-cooked, 16/18, wrapped	45
Hams, fully cooked, 16/18, wrapped	46
Bacon, fancy, de-rind, 8/10 lbs., wrapped	45
Bacon, fancy, sq. cut, seedless, 10/12 lbs., wrapped	42
Bacon, No. 1 sliced, 1-lb. heat seal, self-serv., pk. ..	50

SPICES

(Basis Chicago, original barrels, bags, bales)	
Allspice, prime 86 96	
refined 90 1.01	
Chili pepper 61	
Chili powder 61	
Cloves, Zanzibar 59 64	
Ginger, Jamaica 59 64	
Mace, fancy Banda 3.00 3.10	
East Indies 2.15	
Mustard flour, fancy 63	
No. 1 38	
West Indies nutmeg 1.34	
Paprika, American, No. 1 56	
Paprika, Spanish, No. 1 80	
Cayenne pepper 63	
Pepper:	
Red, No. 1 99	
Black 54 59	
White 66 71	

SAUSAGE CASINGS

(Lb. prices quoted to manufacturers of sausage)

Beef rounds, (Per set)	
Clear, 29/35 mm. 1.30 @ 1.40	
Clear, 35/38 mm. 1.30 @ 1.50	
Clear, 35/40 mm. 1.20 @ 1.30	
Clear, 38/40 mm. 1.40 @ 1.60	
Not clear, 40 mm./up 1.00 @ 1.10	
Not clear, 40 mm./dn. 80 @ 85	
Beef weasands: (Each)	
No. 1, 24 in./up 15 @ 18	
No. 1, 22 in./up 16 @ 18	
BEEF MIDDLEDS: (Per set)	
Ex. wide, 2 1/4 in./up .. 3.75 @ 3.85	
Spec. wide, 2 1/4-2 1/2 in. 3.00 @ 3.10	
Spec. med. 1 3/4-2 1/4 in. 1.85 @ 2.10	
Narrow, 1 1/4-in./dn. 1.15 @ 1.25	
Beef bung caps: (Each)	
Clear, 5 in./up 44 @ 46	
Clear, 4 1/2-5 inch 33 @ 35	
Clear, 4 1/4-5 inch 20 @ 22	
Clear, 3 1/4-4 inch 15 @ 17	
Beef bladders, salted: (Each)	
7 1/2 in./up, inflated 21	
6 1/2-7 1/2 in. inflated 15	
5 1/2-6 1/2 in. inflated 14	
Pork casings: (Per hank)	
29 mm./down 6.00 @ 6.10	
29/32 mm. 6.00 @ 6.35	
32/35 mm. 5.20 @ 5.40	
35/38 mm. 4.25 @ 4.35	
38/42 mm. 3.75 @ 4.00	
Hog bungs: (Each)	
Sow, 34-inch cut 68 @ 70	
Export, 34-inch cut 62 @ 64	
Oregano 34 @ 36	
Large prime, 34-in. 48 @ 50	
Med. prime, 34-in. 36 @ 38	
Small prime, 34-in. 19 @ 21	
Middles, cap off 72 @ 74	
Skip bungs 11 @ 12	

SEEDS AND HERBS

(Lb.)	Whole Ground
Caraway seed 29	29
Cominos seed 33	33
Mustard seed,	
Fancy 22	22
Yellow Amer. 22	22
Oregano 44	44
Coriander, Morocco, No. 1 34	34
Marjoram, French n.q. 24	24
Sage, Dalmatian, No. 1 50	50

FRESH MEATS . . . Chicago and outside

CHICAGO

Nov. 28, 1961

CARCASS BEEF

Steers, gen. range:	(carlots, lb.)
Choice, 500/600	40½
Choice, 600/700	40½
Choice, 700/800	40
Good, 500/600	37½
Good, 600/700	37½
Bull	33½
Commercial cow	29½
Canner-cutter cow	29 @ 29½

PRIMAL BEEF CUTS

	(lb.)
Tr. loins, 50/70 (lcl) 66	@ 87
Sq. chux, 70/80	37½ @ 38
Armenchux, 80/110	35½ @ 36
Ribs, 25/35 (lcl)	55 @ 58
Briquets, (lcl)	28
Navels, no. 1	15 @ 16
Flanks, rough no. 1	14½
Choice:	
Hindquarters, 5/700	48 @ 48½
Forequarters, 5/800	33½
Rounds, 70/90 lbs.	51
Tr. loins, 50/70 (lcl) 61	@ 69
Sq. chux, 70/90	37½ @ 38
Armenchux, 80/110	35½ @ 36
Ribs, 25/30 (lcl)	54 @ 56
Ribs, 30/35 (lcl)	52 @ 54
Briquets (lcl)	28
Navels, no. 1	15 @ 16
Flanks, rough no. 1	14½
Good (all wts.):	
Rounds	50 @ 51
Briquets	27 @ 28
Sq. chux	36 @ 38
Ribs	50 @ 52
Loins, trim'd.	53 @ 58

COW, BULL TENDERLOINS

C&G grade, fresh (Job lots, lb.)
Cow, 3 lb./down
Cow, 3/4 lbs.
Cow, 4/5 lbs.
Bull, 5 lbs./up
Bull, 5 lbs./down

CARCASS LAMB

(lcl., lb.)
Prime, 35/45 lbs.
Prime, 45/55 lbs.
Prime, 55/65 lbs.
Choice, 35/45 lbs.
Choice, 45/55 lbs.
Choice, 55/65 lbs.
Good, all wts.

BEF PRODUCTS

	(lb.)
Tongues, No. 1, 100's	.28½ @ 29n
Tongues, No. 2, 100's	.27
Hearts, regular, 100's	.22n
Livers, regular, 100's	.18½ n
Livers, selected, 35/50's	.22½
Tripe, scalded, 100's	.6½
Tripe, cooked	.9n
Lips, unscaled, 100's	.12
Meltz	.6½
Lungs, 100's	.7
Udders, 100's	.5n

FANCY MEATS

Beef tongues, corned, No. 1	34
corned, No. 2	31½
Veal breads, 6/12-oz.	94
12-oz./up	130
Calf tongues, 1-lb. dn.	27

BEF SAUS. MATERIALS

FRESH	(lb.)
Canner-cutter cow meat,	41½
Barrels	41½
Bull meat, boneless	44
Barrels	44
Beef trimmings, 75/85%, barrels	32½
Beef trimmings, 85/90%, barrels	37½
Boneless chuck, barrels	40½
Beef cheeks meat, trimmed barrels	27½
Beef head meat, bbls.	27½
Beef trimmings, boneless, barrels	41

VEAL SKIN-OFF

Prime, 90/120	53 @ 54
Prime, 120/150	52 @ 54
Choice, 90/120	46 @ 49
Choice, 120/150	47 @ 49
Good, 90/150	42 @ 44
Commercial, 90/190	36 @ 38
Utility, 90/120	29 @ 31
Cull, 60/120	25 @ 27

BEEF HAM SETS

Insides, 12/up, lb.	54
Outsides, 8/up, lbs.	52 @ 53
Knuckles, 7½/up, lb.	53 @ 54

n-nominal, b-bid, a-asked.

PACIFIC COAST WHOLESALE MEAT PRICES

FRESH BEEF (Carcass)	Los Angeles	San Francisco	No. Portland
Nov. 28	Nov. 28	Nov. 28	
Choice, 5-600 lbs.	\$40.50 @ 41.50	\$41.00 @ 42.00	\$42.00 @ 43.50
Choice, 6-700 lbs.	39.50 @ 40.50	39.50 @ 41.50	41.50 @ 43.00
Good, 5-600 lbs.	38.50 @ 40.00	38.00 @ 41.00	41.00 @ 43.00
Good, 6-700 lbs.	38.00 @ 39.00	38.00 @ 39.00	40.50 @ 42.50
Stand., 3-600 lbs.	37.50 @ 38.50	38.00 @ 39.00	38.00 @ 40.00

COW:			
Commercial, all wts.	31.00 @ 33.00	31.00 @ 34.00	None quoted
Commercial, all wts.	30.50 @ 32.00	30.50 @ 32.50	28.00 @ 32.00
Canner-cutter	29.00 @ 31.00	29.00 @ 30.50	25.00 @ 31.00
Bull, util. & com'l.	36.00 @ 38.00	37.00 @ 39.00	32.00 @ 39.00

FRESH CALF:			
Choice, 200 lbs./dn.	45.00 @ 47.00	None quoted	VEAL
Good, 200 lbs./dn.	42.00 @ 44.00	42.00 @ 45.00	46.00 @ 52.00

LAMB (Carcass):			
Prime, 45-55 lbs.	38.00 @ 39.50	36.00 @ 39.00	35.00 @ 37.00
Prime, 55-65 lbs.	36.50 @ 38.00	34.00 @ 37.00	35.00 @ 37.00
Choice, 45-55 lbs.	38.00 @ 39.50	36.00 @ 39.00	35.00 @ 37.00
Choice, 55-65 lbs.	36.50 @ 38.00	34.00 @ 37.00	35.00 @ 37.00
Good, all wts.	35.50 @ 36.50	33.00 @ 37.00	34.00 @ 36.00

FRESH PORK: (Carcass) (Packer style)	(Packer style)	(Packer style)	(Packer style)
135-175 lbs. U.S. No. 1-3	None quoted	27.00 @ 29.00	

LOINS:			
8-12 lbs.	44.00 @ 48.00	45.00 @ 52.00	44.00 @ 49.00
12-16 lbs.	42.00 @ 44.00	43.00 @ 50.00	44.00 @ 49.00

PICNICS:	(Smoked)	(Smoked)	(Smoked)
4-8 lbs.	30.00 @ 37.00	32.00 @ 36.00	30.00 @ 36.00

HAMS:			
12-16 lbs.	45.00 @ 48.00	49.00 @ 55.00	45.00 @ 48.00
16-20 lbs.	43.00 @ 47.00	47.00 @ 52.00	45.00 @ 47.00

NEW YORK

Nov. 29, 1961

CARCASS BEEF AND CUTS

Prime steer:	(lcl., lb.)
Hinds, 6/700	50½ @ 57
Hinds, 7/800	50½ @ 56
Rounds, cut across	
flank off	52 @ 56
Rds., dia. bone, f.o.	53 @ 57
Short loins, untrim.	55 @ 76
Short loins, trim.	52 @ 122
Flanks	15 @ 19
Ribs	55 @ 61
Arm chucks	38 @ 41
Briskets	31 @ 37
Plates	15 @ 18

Choice steer:

Carcass:	(lcl., lb.)
Carcass, 5/700	43½ @ 44½
Carcass, 7/900	42½ @ 43½
Rounds, flank off	54 @ 56
Loins, full, untr.	52 @ 54
Loins, full, trim.	60 @ 63
Ribs, 7-bone	56 @ 58
Armchux, 5-bone	37 @ 39
Briskets, 5-bone	29 @ 32

CHOICE STEER:

Carcass:	(lcl., lb.)
Carcass, 5/700	43½ @ 44½
Carcass, 7/900	42 @ 44
Rounds, flank off	52 @ 55
Loins, full, untr.	47 @ 50
Loins, full, trim.	60 @ 65
Ribs, 7-bone	56 @ 58
Armchux, 5-bone	37 @ 39
Briskets, 5-bone	29 @ 32

GOOD STEER:

Carcass:	(lcl., lb.)
Carcass, 5/700	42½ @ 43½
Carcass, 7/900	42 @ 43
Rounds, flank off	52 @ 54
Loins, full, untr.	46 @ 48
Loins, full, trim.	58 @ 60
Ribs, 7-bone	52 @ 55
Armchux, 5-bone	37 @ 39
Briskets, 5-bone	29 @ 32

COW CARCASS:

Comm'l., 350/700	31 @ 33
Utility, 350/700	31 @ 32½
Can-cut, 350/700	30½ @ 32½

VEAL CARC.: Choice Good

60/90 lbs.	none	43 @ 45
90/120 lbs.	53 @ 56	45 @ 47
120/150 lbs.	53 @ 56	44 @ 46

LAMB CARC.: Pr. & Ch. Good

35/45 lbs.	40 @ 42	38 @ 38
45/55 lbs.	39 @ 41	34 @ 36
55/65 lbs.	38 @ 40	33 @ 36

CHGO. PORK SAUSAGE

MATERIALS—FRESH

Pork trimmings:	(Job lots)
40% lean, barrels	18
50% lean, barrels	20
60% lean, barrels	35
93% lean, barrels	42

Pork head meat

Pork cheek meat

trimmed barrels

Pork cheek meat, untrimmed

PORK AND LARD... Chicago and outside

CHICAGO PROVISION MARKETS

From the National Provisioner Daily Market Service
CASH PRICES

(Carlot basis Chicago price zone, Nov. 29, 1961)

SKINNED HAMS		BELLIES	
F.F.A. or fresh	Frozen	F.F.A. or fresh	Frozen
46	10/12	.46	27½n
44	12/14	.44	27½n
41½@ 42	14/16	.41½@ 42	24½n
40½	16/18	.40½	23%
39	18/20	.39½	23
39	20/22	.39	22
37½	22/24	.37½	21
36½	24/26	.36½	21½
36½	25/30	.36½	21½
33	25/up, 2s in	.33	21½

PICNICS		D.S. BRANDED BELLIES (CURED)	
F.F.A. or fresh	Frozen	n.q.	20/25
22½	4/6	22½n	24
22½	6/8	22½n	23
22	8/10	14	19n
22	10/12	13½	18
21	f.f.a. 8/up 2s in	22n	16n
21	fresh 8/up 2s in	n.q.	16n

FRESH PORK CUTS		FAT BACKS	
Job Lot	Car Lot	Frozen or fresh	Cured
40..... Loins, 12/dn	.39@39½	7½n	6/8
38½@39..... Loins, 12/16	.37½	7½n	8/10
35..... Loins, 16/20	.35n	8½n	10/12
32..... Loins, 20/up	.30@31	9½n	12/14
30@31..... Butts, 4/8	.29	11n	14/16
29..... Butts, 8/12	.28n	11n	16/18
29..... Butts, 8/up	.28n	12½n	18/20
32@33..... Ribs, 3/dn	.32½	12½n	20/25
27..... Ribs, 3/5	.26	Sq. Jowls, boxed	n.q.
21..... Ribs, 5/up	.19½	Jowl Butts, loose	11n
a-asked, b-bid, n-nominal		Jowl Butts, boxed	n.q.

LARD FUTURES PRICES

(Drum contract basis)

FRIDAY, NOV. 24, 1961

Open	High	Low	Close
Dec. 9.30	9.30	9.15	9.15b
Jan. 9.30	9.30	9.15	9.20b
Mar. 9.50	9.52	9.47	9.47a
May 9.72	9.72	9.70	9.70a
July	...	9.75n	

Sales: 2,320,000 lbs.

Open interest at close, Wed., Nov. 22; Nov., 49; Dec., 416; Jan., 64; Mar., 82; May, 23, and July, 1 lot.

MONDAY, NOV. 27, 1961

Dec.	9.20	9.20	9.10	9.10b
Jan. 9.20	9.20	9.15	9.15b	
Mar. 9.47	9.50	9.45	9.50a	
May	...	9.67a	9.67a	
July	...	9.75b	9.75b	

Sales: 1,800,000 lbs.

Open interest at close, Fri., Nov. 24; Nov., 8; Dec., 402; Jan., 64; Mar., 90; May, 22, and July, 1 lot.

TUESDAY, NOV. 28, 1961

Dec.	9.07	9.07	8.90	8.95b
Jan. 9.15	9.15	9.07	9.07	9.10
Mar. 9.30	9.50	9.42	9.42	9.47
May 9.67	9.67	9.60	9.60	9.65a
July	...	9.75n	9.75n	

Sales: 2,040,000 lbs.

Open interest at close, Mon., Nov. 27; Nov., 8; Dec., 375; Jan., 61; Mar., 95; May, 22, and July, 1 lot.

WEDNESDAY, NOV. 29, 1961

Dec.	8.92	8.92	8.87	8.87b
Jan. 9.10	9.10	9.05	9.05	9.05
Mar. 9.47	9.47	9.37	9.37	
May	...	9.60a	9.60	
July 9.75	9.75	9.75	9.75	9.75a

Sales: 4,200,000 lbs.

Open interest at close, Tues., Nov. 28; Nov., 8; Dec., 300; Jan., 58; Mar., 117; May, 29, and July, 1 lot.

THURSDAY, NOV. 30, 1961

Dec.	8.87	8.90	8.77	8.90
Jan. 9.00	9.02	8.97	9.00b	
Mar. 9.40	9.42	9.30	9.40b	
May 9.62	9.65	9.60	9.60	9.60b
July 9.75	9.75	9.75	9.75	9.75

Sales: 6,400,000 lbs.

Open interest at close, Wed., Nov. 29; Dec., 263; Jan., 57; Mar., 136; May, 29, and July, 2 lots.

CHICAGO LARD STOCKS

Stocks of drummed lard in Chicago were reported in pounds by the Board of Trade as follows:

Nov. 24,	Nov. 25,
P.S. lard (a)	1951
P.S. lard (b)	474,528
D.R. lard (a)	1,800,000
D.R. lard (b)	1,640,027
D.R. lard (b)	80,803
D.R. lard (b)	5,080,000
TOTAL LARD	7,435,331
(a) Made since Oct. 1, 1961.	2,200,662
(b) Made previous to Oct. 1, 1961.	

SLICED BACON

Production of sliced bacon for the week ended November 11, amounted to 19,988,857 lbs., the U.S. Department of Agriculture has reported.

MEATS HOLD FIRM

Meats held about steady in the week ended November 21, as the average wholesale index at 93.2 was unchanged from the previous week. Similarly, the general level of commodity prices also held steady, posting an index of 118.9, the same as for the previous week. The same indexes for the corresponding week of 1960 were 96.4 and 119.7 per cent, respectively, on the basis of the three-year 1947-49 average of 100 per cent.

MINUS MARGINS WIDER AGAIN THIS WEEK

(Chicago costs, credits and realizations for Monday and Tuesday)

Lean and fat cuts felt the brunt of this week's series of markdowns in the pork trade. The bearish trend in live hogs, following in the wake of action on the pork market, was not enough to offset the lower pork prices. Cut-out margins, as a result, fell back deeper into the negative side, with those on the two lighter weights feeling the strongest pressure.

	-180-220 lbs. Value	-220-240 lbs. Value	-240-370 lbs. Value
per cwt.	per cwt.	per cwt.	per cwt.
cwt. alive	cwt. yield	cwt. alive	cwt. fin.
Lean cuts	\$11.68	\$16.82	\$11.08
Fat cuts, lard	4.31	6.18	6.17
Ribs, trimmings, etc.	2.01	2.87	2.61
Cost of hogs	16.52		16.34
Condemnation loss	.08		.06
Handling, overhead	2.86		2.60
TOTAL COST	19.46	28.00	19.02
TOTAL VALUE	18.00	25.87	17.32
Cutting margin	-1.46	-2.13	-2.43
Margin last week	-1.27	-1.79	-1.99

PACIFIC COAST WHOLESALE LARD PRICES

	Los Angeles Nov. 28	San Francisco Nov. 28	No. Portland Nov. 28
1-lb. cartons	17.00@18.00	17.00@19.00	14.90@15.00
50-lb. cartons & cans	16.00@18.00	None quoted	None quoted
Tierces	15.00@17.75	None quoted	None quoted

PACKERS' WHOLESALE LARD PRICES

Wednesday, Nov. 29, 1961

	Crude cottonseed oil, f.o.b.	Refined lard, drums, f.o.b.	Refined lard, drums, f.o.b.
Chicago			\$12.12
Refined lard, 50-lb. fiber cubes, f.o.b. Chicago		11.62	
Kettle rendered, 50-lb. tins, f.o.b. Chicago		13.62	
Leaf, kettle rendered, drums, f.o.b. Chicago		13.12	
Lard flakes		12.88	
Standard shortening, North & South, delivered		20.50	
Hydrogenated shortening, N. & S. drums, del'd	20.75		
Note: add ¾¢ to all lard prices ending in 2 or 7.			
n-nominal, a-asked, b-bid			

HOG-CORN RATIOS COMPARED

Hog and corn prices, working in opposite directions, produced a ratio of 14.7 for the week ended November 25. This was down from 14.8 for the previous week and also lower than last year's 19.6 for the same November period. No. 3 yellow corn at Chicago averaged at \$1.113 for the week compared with \$1.103 for the previous week and \$0.919 last year, according to the U. S. Department of Agriculture.

OLEOMARGARINE

Wednesday, Nov. 29, 1961

White dom. veg. solids	25¢
Yellow quarters	27¢
30-lb. cartons	30¢
Milk churning pastry	38¢
750-lb. lots, 30's	38¢
Water churning pastry	39¢
750-lb. lots, 30's	39¢
Bakers, drums, tons	39¢

OLEO OILS

Prime oleo stearine, bags

Extra oleo oil (drums)

Prime oleo oil (drums)

N. Y. COTTONSEED OIL CLOSING

Closing cottonseed oil futures in New York were as follows:

Nov. 24-Dec. 14, 39; Mar. 11, 45
26; May, 14, 23; July, 14, 23½; Sept., 14, 50½-60
14,655-75a, and Oct., 14, 50½-60
Nov. 27-Dec., 14, 23½; Mar. 14, 12b-14a; May, 14, 11; July, 14, 12
Sept., 13, 65b, and Oct., 13, 60
Nov. 28-Dec., 14, 24; Mar. 14, 11; May, 14, 10b-13a; July, 14, 10b
Oct.; Sept., 13, 70b, and Oct., 13, 52½
Nov. 29-Dec., 14, 16-65; Mar. 14, 04-02; May, 14, 03-04; July, 14, 01b-03a; Sept., 13, 59½-75a, and Oct., 13, 52½-60
Oct., 13, 42b-50a
Nov. 30-Dec., 14, 20b-21c; July, 14, 20b-21c; Sept., 13, 52½-60
13,64b, and Oct. 13, 52½

b-bid, a-asked, n-nominal

BY-PRODUCTS . . . FATS AND OILS

BY-PRODUCTS MARKET

(F.O.B. Chicago, unless otherwise indicated)

Wednesday, Nov. 29, 1961

BLOOD

Unground, per unit of ammonia, bulk	\$6.25n
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DIGESTER FEED TANKAGE MATERIALS

Wet rendered, unground, loose	6.50@ 6.75n
Low test	6.25@ 6.50n
High test	6.25n

PACKINGHOUSE FEEDS

Carlots, ton	
50% meat, bone scraps, bagged	72.50@ 82.50
50% meat, bone scraps, bulk	75.00
60% digester tankage, bagged	85.00@ 90.00
60% digester tankage, bulk	82.50@ 85.00
80% blood meal, bagged	130.00@ 135.00
Steamed bone meal, 50-lb. bags (specially prepared)	95.00@ 97.50
80% steamed bone meal, bagged	90.00

FERTILIZER MATERIALS

Feather tankage, ground	
per unit ammonia (85% prot.)	*4.75
Hoof meal, per unit ammonia	16.00

DRY RENDERED TANKAGE

Low test, per unit protein	1.35n
Medium test, per unit prot.	1.30n
High test, per unit prot.	1.25n

GELATIN AND GLUE STOCKS

Bone stock, (gelatin), ton	15.00
Java, feet (non gel.), ton	4.50
Trim bone, ton	4.00@ 8.00
Pigskins (gelatin), lb. (cl.)	5 1/2 @ 5 1/4

ANIMAL HAIR

Winter, cold-dried,	
c.a.f. midwest, ton	60.00@ 80.00
Winter, cold-dried, midwest, ton	65.00@ 70.00
Cattle switches, pieces	2@ 3 1/4
Winter processed (Nov.-Mar.) gray, lb.	6@ 7

*Del. midwest f.del. midwest, n-nom., a-asaked

TALLOWS and GREASES

Wednesday, Nov. 29, 1961

The inedible tallow and grease market maintained its firm under-tone late last week, and a moderate to fair trade resulted at fractionally higher prices. Bleachable fancy tallow sold a 5 1/4¢, prime tallow at 5¢, off-special tallow at 4 1/2¢, regular special tallow at 4 1/4¢, No. 1 tallow and yellow grease at 4 1/2¢, all delivered Chicago. Choice white grease, all hog, held barely steady, and some traded at 7¢, c.a.f. Chicago. Bleachable fancy tallow met buying inquiry at 5 1/2¢@5 1/4¢, c.a.f. New York; sellers held for fractionally higher prices in view of the light offerings. Edible tallow sold at 8¢, c.a.f. Chicago, and some traded at 7 1/2¢, f.o.b. Denver. Edible tallow was also available late last week at 7 1/4¢, f.o.b. River, with users talking 7 1/2¢.

The inedible fats market held its firmness as the new week got underway; persistent buying interest was reported at the last trading levels. However, producers' asking prices were higher. Bleachable fancy tallow

was sought at 5 3/4@5 7/8¢, delivered East, and the outside price was for high titre stock. It was reported that some choice white grease, all hog, sold for quick shipment at 7 1/8¢, c.a.f. Chicago; however, in later trading additional tanks moved at 7¢, also c.a.f. Chicago.

Bleachable fancy tallow sold at 5 1/2¢, c.a.f. Avondale, La., with bids out for more. Edible tallow changed hands at 7 1/8¢, c.a.f. Chicago, and at 7 1/2¢, f.o.b. River. Additional tanks of edible tallow sold at 7 1/2¢, f.o.b. Denver. Some choice white grease, all hog, sold at 7 1/2¢, c.a.f. New Orleans. It was also reported that some edible tallow sold for quick shipment at 7 1/4¢, f.o.b. favorable River points.

Good movement at midweek in special tallow was noted at 4 3/4¢, and in No. 1 tallow and yellow grease at 4 1/2¢, all c.a.f. Chicago. Choice white grease, all hog, sold at 7 1/4¢, c.a.f. New York. Edible tallow sold at 7 1/4@7 3/4¢, f.o.b. Denver; edible tallow was available at 7 1/4¢, f.o.b. River, and indications were in the market at 8¢, Chicago basis, for quick shipment material. Edible tallow was

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offered at 8¢, c.a.f. Chicago, prompt and 30-day, but users were not active. Bleachable fancy tallow was still sought at 5½¢, c.a.f. East, on regular stock, and at 5¾¢, for high titr material.

TALLOWS: Wednesday's quotations: edible tallow, 7½¢, f.o.b. River, and 7¾¢, Chicago basis; original fancy tallow, 5½¢; bleachable fancy tallow, 5¼¢; prime tallow, 5¢; special tallow, 4¾¢; No. 1 tallow 4½¢, and No. 2 tallow, 4¢.

GREASES: Wednesday's quotations: choice white grease, all hog, 7¢; B-white grease, 4¾¢; yellow grease, 4½¢, and house grease, 4½¢.

The above Wednesday price quotations are not final, and subject to change during late trading.

EASTERN BY-PRODUCTS

New York, Nov. 29, 1961

Dried blood was quoted today at \$5.75 per unit of ammonia. Wet rendered tankage was listed at \$5.50 per unit of ammonia and dry rendered tankage was priced at \$1.20 per protein unit.

EDIBLE OIL SHIPMENTS

Shipments of shortening and edible oils, as reported to the Institute of Shortening and Edible Oils, totaled 460,148,000 lbs. in October. Of this volume, 219,289,000 lbs., or 47.6 per cent, were shortening and 128,338,000 lbs., or 27.9 per cent, were salad or cooking oils. Shipments of oleomargarine oils and/or fats totaled 112,521,000 lbs., or 24.5 per cent of the total. Shipments in October, 1960, amounted to 419,099,000 lbs.

CHICAGO HIDES

Wednesday, Nov. 29, 1961

SMALL PACKER HIDES: Practically all selections declined ½¢ last week in a large volume of trading, which was estimated at upwards to 130,000 pieces. One large packer moved a large volume late Friday, including some bookings to a tanning subsidiary. Heavy native steers moved well at 15½¢, River, and at 16¢, low freight points. Butt-brands sold ½¢ lower at 14½¢, and a good movement of Colorado steers was noted at 13½¢, also ½¢ lower. About 2,500 heavy Texas steers sold at 14¢, 1¢ under last reported sales. A large volume of heavy native cows sold at the ½¢ decrease, with River production at 16½¢, and low freight stock at 17¢. Northern light native cows sold fairly well at 20½¢, steady, and a couple thousand Milwaukee's brought 21¢. Northern branded cows fell off ½¢ to 15¢, with no reports

heard of Southwestern product. About 1,000 River native and branded bull selections sold at 12¢ and 11¢, respectively.

The market was inactive on Monday, with a few bids reported. On Tuesday, about 50,000 hides sold and prices held steady on heavy native steers, Colorados, heavy native cows and branded cows. Northern light native cows were reported in demand at a steady price of 20½¢. There was a bid of 24¢ for straight cars of ex-light native steers, with 25¢ the asking price. Light branded steers were last reported sold at 18½¢. Late in the day, some trading took place in butt-branded steers at 14¢, a decline of ½¢. On Wednesday, some additional trading was noted in butt-brands at 14¢, with volume of trading through midweek estimated at upwards to 70,000 pieces.

SMALL PACKER AND COUNTRY HIDES:

Light activity was reported in the Midwestern small packer market this week. Light hides were firmly held against lower bids. A car of 52-lb. plump allweights sold at 18½¢, selected, nearby point. Some interest was noted in 70/down 58's at 16½¢, selected, free of thins. The 50/52-lb. allweights were quoted at 16½@17½¢, for mediums. The 60/62's had a tinge of softness as offerings were somewhat broader, and were quoted at 14@14½¢, at midweek. Country hides were steady to a shade easier. The 50/52 locker-butchers were quoted at 15@15½¢, f.o.b. shipping point. Some renderers, of same average, were being held for 15¢, with others reported available at 14¢. The 48/50-lb. No. 3 hides were about steady at 12@12½¢. Choice, Northern trimmed horsehides held steady at 7.25@7.50, as did ordinary lots at 5.50@6.00.

CALFSKINS & KIPSKINS: No action was reported in big packer calfskins and kipskins through midweek. Last sales of Northern heavy calf were at 65¢, and of lights at 60¢. Around 4,000 St. Louis-Kansas City kips sold early this week at 53¢, with couple thousand more reported available at that level. River overweights were quoted nominal at 43¢. Regular slunks were nominally steady at 1.80, f.o.b. plants. Small packer allweight calf was about steady in a range of 45@48¢, as were allweight kips at 38@40¢. Country allweight calf was a little stronger at 31@33¢, while some offerings of allweight kips were noted at 30¢. Last actual sales of regular kips were at 27@28¢.

SHEEPSKINS: No significant changes were evident in the movement of shearlings the past week, but the

market carried a steady to strong undertone, with offerings still rather limited. No. 1 Northern-River production was still quoted at .80@1.00 each points and quality considered. Bulk of trading in Northern-River No. 2's was at .60@.65. Occasional sales of best No. 3's were heard at 35¢. All Southwestern No. 1's were reported at 1.65@1.70, and No. 2's were listed steady at .70@.75. Fall clips were steady to firm, Northern-Rivers at 1.70@1.80, and most Southwesterns at 2.00. Some Eastern pelts were expected to sell this week and Midwestern sales early next week. Last sales of Midwesterns were at 2.25, with some at 2.30, per cwt., live-weight. Full wool dry pelts were easy at 18@20. Pickled skins held steady, lambs at 11.00, and sheep at 13.25.

CHICAGO HIDE QUOTATIONS

PACKER HIDES

	Wednesday,	Cor. date
Lgt. native steers	21n	18n
Hvy. nat. steers	.15½@16	13½@14
Ex. lgt. nat. steers	.22½@24	
Butt-brand. steers	14	12
Colorado steers	13½	11
Hvy. Texas steers	14n	11½
Light. Texas steers	19n	18n
Ex. lgt. Texas steers	21n	17n
Heavy native cows	.16½@17	14½@15
Light. nat. cows	.20½@22½	16½@17½
Branded cows	15 @16	12½@13½
Native bulls	12n	9½@10
Branded bulls	11n	8½@9
Calfskins:		
Northerns, 10/15 lbs.	65n	57½
10 lbs./down	60n	52n
Kips, Northern native,		
15/25 lbs.	53n	44n

SMALL PACKER HIDES

STEERS AND COWS:		
60/62-lb. avg.	14 @14½	11½@12
50/52-lb. avg.	16½@17½	13½@14

SMALL PACKER SKINS

Calfskins, all wts.	45 @48n	41 @42
Kipskins, all wts.	.38 @40n	31 @32

SHEEPSKINS

Packer shearlings:		
No. 1	.80 @ 1.00	.75 @ .80
No. 2	.55 @ 60	.50 @ .55
Dry Pelts	.18 @ 20n	.15 @ 18n
Horsehides, untrm.	8.00 @ 8.25	8.00 @ 8.25
Horsehides, trim.	7.25 @ 7.50n	7.75 @ 8.00n
n-nominal		

N. Y. HIDE FUTURES

Friday, Nov. 24, 1961

Open	High	Low	Close
Jan. 17.95b	18.07	17.95	18.06
Apr. 17.25b	17.25	17.25	17.33b
July 16.95b	17.00	17.00	17.00
Oct. 16.70b	16.70	16.70	16.70b
Jan. 16.30b	16.30	16.30	16.40b

Sales: 12 lots.

Monday, Nov. 27, 1961

Jan.	18.00b	18.19	18.06	18.19
Jan.	17.30b	17.50	17.49	17.49
Apr.	17.20b	17.40	17.35	17.40b
July	16.90b	17.20	17.15	17.15b
Oct.	16.60b	16.80	16.80	16.80b
Jan.	16.30b	16.50	16.50	16.50b

Sales: 7 lots.

Tuesday, Nov. 28, 1961

Jan.	18.19b	18.45	18.38	18.40b
Jan.	17.65	17.70	17.65	17.70b
Apr.	17.20b	17.40	17.35	17.40b
July	16.95b	17.20	17.15	17.15b
Jan.	16.65b	16.80	16.80	16.80b

Sales: 31 lots.

Wednesday, Nov. 29, 1961

Jan.	18.25b	18.50	18.25	18.25b
Jan.	17.74	17.74	17.60	17.60b
Apr.	17.30b	17.30	17.30	17.30b
July	16.90b	17.00	17.00	17.00b
Oct.	16.70b	16.80	16.80	16.80b
Jan.	16.30b	16.40	16.40	16.40b

Sales: 20 lots.

Thursday, Nov. 30, 1961

Jan.	18.00b	18.26	18.26	18.26
Jan.	17.50b	17.62	17.62	17.60b
Apr.	17.19b	17.35	17.25	17.25b
July	16.90b	17.00	17.00	17.00b
Oct.	16.70b	16.80	16.80	16.80b
Jan.	16.30b	16.40	16.40	16.40b

Sales: 9 lots.

THE NATIONAL PROVISIONER, DECEMBER 2, 1961

LIVESTOCK MARKETS...Weekly Review

U.S. Department of Agriculture Has Started Initial Moves in Annual Livestock Survey

Questionnaire cards have been mailed to about 600,000 livestock and poultry producers by the U.S. Department of Agriculture in the first step of the annual livestock survey conducted by the department's statistical reporting service and state agricultural statisticians.

The survey is the basis for providing farmers and the meat industry with information concerning livestock and poultry inventories and production for the year. It includes the number of all livestock and poultry on United States farms and ranches.

The survey cards are distributed by rural mail carriers to a cross-section sample of producers. The statistical reporting service relies on farmers and ranchers to provide the basic information for the survey.

Information developed from the survey is published in the December pig crop report, and various later releases pertaining to livestock inventories.

Canada 1960-61 Hog Sales About 1,000,000 Below Previous Year; New Buildup Under Way

Hog marketings in Canada during the year ended September 30, numbered about 6,250,000 head, or about 1,000,000 head fewer than the previous year and nearly 2,000,000 head fewer than for the record peacetime high of 8,300,000 in 1958-59. Most of the drop (27 per cent) took place in the first quarter of the year and the spread became smaller and smaller in ensuing months and finally disappeared to where marketings this fall are running above the previous year.

A new buildup in hog numbers is under way across Canada and the official hog population on September 1, was estimated at 6,200,000 head. Fall farrowings are on the increase, although not by as much as had been predicted. Weekly marketings by quarters for the current marketing year were forecast at 134,600, 136,900, 123,600 and 123,600 head, respectively.

FEDERALLY INSPECTED SLAUGHTER

Federally inspected slaughter during October, and 10-month totals were reported by the U.S. Department of Agriculture, as follows:

	CATTLE	HOGS
January	1,631,970	1,564,384
February	1,435,452	1,436,803
March	1,627,136	1,576,941
April	1,501,732	1,411,633
May	1,753,899	1,605,641
June	1,785,223	1,691,903
July	1,627,506	1,591,699
August	1,803,117	1,787,102
September	1,712,462	1,781,880
October	1,817,071	1,745,652
November		1,624,552
December		1,575,755

	CALVES	SHEEP
January	426,682	413,350
February	305,040	388,948
March	456,542	481,727
April	387,153	394,150
May	380,822	378,098
June	363,822	396,977
July	341,267	373,655
August	421,359	449,928
September	485,531	513,809
October	511,268	516,157
November		501,720
December		451,113

JANUARY-OCTOBER TOTALS

	1961	1960
Cattle	16,695,548	16,193,638
Calves	4,120,428	4,306,619
Hogs	53,567,760	54,693,460
Sheep	12,699,156	11,728,859

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Tuesday, November 28, were reported by the Agricultural Marketing Service, Livestock Division, as follows:

	N. S. Yds	Chicago	Sioux City	Omaha	St. Paul
HOGS:					
BARRROWS & GILTS:					
U.S. No. 1:					
180-200				\$15.25-16.00	
200-220				15.50-16.00	\$15.85-16.00
220-240				15.50-16.00	15.50-15.75
U.S. No. 2:					
180-200				15.25-16.00	
200-220				15.50-16.00	
220-240				15.50-16.00	
240-270					
U.S. No. 3:					
200-220	\$16.10-16.35				
220-240	15.85-16.35	\$16.00-16.25			
240-270	15.50-16.10	15.75-16.00			
270-300		15.25-15.75			
U.S. No. 1-2:					
180-200	16.60-16.85	16.75-17.00	15.25-16.00	15.25-16.00	15.50-16.00
200-220	16.60-16.90	16.75-17.00	15.50-16.00	15.75-16.00	15.50-16.00
220-240	16.50-16.90	16.50-16.85	15.50-16.25	15.75-16.00	15.50-16.00
U.S. No. 2-3:					
200-220	16.25-16.50	16.25-16.50	15.25-15.75	15.25-15.75	15.50-15.75
220-240	16.10-16.35	16.25-16.50	15.25-15.75	15.25-15.75	15.25-15.75
240-270	15.75-16.35	15.75-16.25	15.25-15.60	15.25-15.75	15.00-15.50
270-300		15.25-16.00	14.75-15.35	15.00-15.25	14.50-15.00
U.S. No. 1-2-3:					
180-200	16.35-16.85	16.50-16.75	15.25-16.00	15.25-16.00	15.50-15.75
200-220	16.35-16.65	16.50-16.75	15.25-16.00	15.25-16.00	15.50-15.75
220-240	16.15-16.65	16.25-16.75	15.25-16.00	15.25-16.00	15.25-15.75
240-270	15.75-16.25	16.00-16.50	15.25-15.60	15.25-15.75	15.00-15.50

	SOWS:
U.S. No. 1-2-3:	
180-270	15.00-15.25
270-330	14.50-15.25
330-400	13.75-15.25
400-550	13.00-14.25

SLAUGHTER CATTLE & CALVES:

	STEERS:
Prime:	
900-1100	26.50-27.25
1100-1300	26.75-27.50
1300-1500	25.75-27.75
Choice:	
700-900	25.25-26.25
900-1100	25.00-26.75
1100-1300	24.50-26.75
1300-1500	23.75-25.25
Good:	
700-900	23.50-25.25
900-1100	23.50-25.25
1100-1300	22.75-24.75
Standard,	
all wts.	20.50-23.50
Utility,	
all wts.	19.00-21.00

	HEIFERS:
Prime:	
900-1100	24.25-24.75
Choice:	
700-900	24.00-25.50
900-1100	23.75-25.50
Good:	
600-800	22.75-24.00
800-1000	22.50-24.00
Standard,	
all wts.	20.00-22.75
Utility,	
all wts.	18.50-20.00

	COWS, all wts.:
Commercial	15.50-16.50
Utility	14.50-16.00
Cutter	13.00-15.00
Canner	12.00-13.50

	BULLS (Yrs. Excl. All Weights):
Commercial	18.00-19.50
Utility	17.50-19.50
Cutter	15.50-17.50

	VEALERS, all weights:
Ch. & pr.	32.00
Std. & gd.	20.00-29.00

	CALVES (500 Lbs. Down):
Choice	20.00-23.00
Std. & gd.	16.00-21.00

	SHEEP & LAMBS:
LAMBS (110 Lbs. Down):	
Prime	17.00-17.50
Choice	15.50-17.00
Good	14.50-16.00
LAMBS (105 Lbs. Down) (Shorn):	
Prime	16.50-17.25
Choice	15.50-16.75
Good	15.00-16.00
LAMBS (105 Lbs. Down) (Wooled):	
Prime	16.00-16.50
Choice	14.50-16.00
Good	13.50-14.75

	Gd. & ch.	16.00-16.25
Gd. & ch.	4.00-5.00	4.50-6.00
Cull & util.	4.00-5.00	4.50-5.50
		3.50-6.00

	4.00-5.00
	3.50-6.00

CORN BELT DIRECT TRADING

Des Moines, Nov. 29—Prices on hogs at 15 plants and about 30 concentration yards in interior Iowa and Southern Minnesota, as quoted by the USDA:

BARROWS & GILTS: Cwt.	
U.S. No. 1, 200-220	\$15.65@16.50
U.S. No. 1, 220-240	15.50@16.25
U.S. No. 2, 200-220	15.25@16.00
U.S. No. 2, 220-240	15.25@16.00
U.S. No. 2, 240-270	14.90@15.80
U.S. No. 3, 200-220	14.90@15.75
U.S. No. 3, 220-240	14.90@15.75
U.S. No. 3, 240-270	14.50@15.50
U.S. No. 3, 270-300	14.20@15.10
U.S. No. 1-2, 200-220	15.50@16.25
U.S. No. 1-2, 220-240	15.50@16.25
U.S. No. 2-3, 220-220	15.25@16.00
U.S. No. 2-3, 220-240	15.25@16.00
U.S. No. 2-3, 240-270	14.90@15.65
U.S. No. 2-3, 270-300	14.50@15.45
U.S. No. 1-3, 180-200	13.85@15.75
U.S. No. 1-3, 200-220	15.25@16.00
U.S. No. 1-3, 220-240	15.25@16.00
U.S. No. 1-3, 240-270	14.90@15.80

SOWS:	
U.S. No. 1-3, 270-330	13.85@15.25
U.S. No. 1-3, 330-400	13.35@14.75
U.S. No. 1-3, 400-550	12.10@14.15

Corn Belt hog receipts, as reported by the USDA:

	This week est.	Last week actual	Last year actual
Nov. 23	Hol. 73,000	Hol.	
Nov. 24	103,000	83,000	72,000
Nov. 25	38,000	40,000	36,000
Nov. 27	79,000	82,000	85,000
Nov. 28	55,000	68,000	56,000
Nov. 29	65,000	71,000	52,000

LIVESTOCK PRICES AT ST. JOSEPH

Livestock prices at St. Joseph, Tuesday, Nov. 28 were as follows:

CATTLE: Cwt.	
Steers, ch. & pr.	\$.25.00@26.50
Steers, good	22.50@24.00
Heifers, gd. & ch.	22.50@24.75
Cows, util. & com'l.	13.75@16.50
Cows, can. & cut.	11.50@14.00
Bulls, util. & com'l.	16.00@18.50

VEALERS:	
Vealers, gd. & ch.	\$.23.00@26.00
Calves, gd. & ch.	20.00@23.00

BARROWS & GILTS:	
U.S. No. 3, 220/240	15.50@15.75
U.S. No. 3, 240/270	15.00@15.60
U.S. No. 3, 270/300	none qtd.
U.S. No. 1-2, 180/200	15.50@16.25
U.S. No. 1-2, 200/220	16.00@16.50
U.S. No. 1-2, 220/240	16.00@16.25
U.S. No. 2-3, 200/220	15.60@15.75
U.S. No. 2-3, 220/240	15.50@15.75
U.S. No. 2-3, 240/270	15.35@15.65
U.S. No. 1-3, 180/200	15.50@16.00
U.S. No. 1-3, 200/220	15.65@16.00
U.S. No. 1-3, 220/240	15.65@16.00
U.S. No. 1-3, 240/270	15.50@16.00

SOWS: No. 1-3:	
270/330 lbs.	14.25@14.75
330/400 lbs.	13.75@14.25
400/550 lbs.	13.25@14.00

LAMBS:	
Choice & prime	16.50@17.00
Good & choice	15.00@16.50

LIVESTOCK PRICES AT DENVER

Livestock prices at Denver on Tuesday, Nov. 28 were as follows:

CATTLE: Cwt.	
Steers, gd. & ch.	\$.22.50@25.50
Steers, std. & gd.	none qtd.
Heifers, gd. & ch.	22.00@24.15
Cows, cut. & util.	14.75@16.50
Cows, can. & cut.	12.50@14.75

BARROWS & GILTS:	
U.S. No. 1-2, 303	13.50
U.S. No. 1-3, 180/240	15.75@16.35
U.S. No. 2-3, 200/265	none qtd.

SOWS:	
U.S. No. 1-2, 303	13.50
U.S. No. 3, 400/370	12.00@13.00

LAMBS:	
Choice & prime	16.50@18.25
Good	15.50@16.00

LIVESTOCK PRICES AT INDIANAPOLIS

Livestock prices at Indianapolis, Tuesday, Nov. 28 were as follows:

CATTLE: Cwt.	
Steers, choice	\$.25.00@27.25
Steers, good	23.50@25.00
Heifers, ch. & pr.	22.00@25.50
Cows, util. & com'l.	13.50@15.50
Cows, can. & cut.	12.00@14.50
Bulls, util. & com'l.	18.00@19.50

VEALERS:	
Choice	33.50
Good & choice	27.50@23.00
Stand. & good	23.00@27.00

BARROWS & GILTS:	
U.S. No. 1, 200/220	17.00@17.10
U.S. No. 1, 220/240	24.00 none qtd.
U.S. No. 3, 200/220	16.25@16.35
U.S. No. 3, 220/240	16.25@16.35
U.S. No. 1-2, 200-220	15.50@16.25
U.S. No. 1-2, 220-240	16.50@16.25
U.S. No. 1-2, 240-270	16.50@16.25
U.S. No. 1-2, 270-300	16.50@16.25
U.S. No. 1-3, 180/200	16.50@16.25
U.S. No. 1-3, 200/220	16.50@16.25
U.S. No. 1-3, 220/240	16.50@16.25
U.S. No. 1-3, 240-270	16.50@16.25

SOWS: U.S. No. 1-3:	
270/330 lbs.	15.00@15.50
330/400 lbs.	14.00@14.75
400/550 lbs.	13.25@14.25

LAMBS:	
Choice & prime	16.50@17.25
Good & choice	15.00@16.50

CATTLE:	
Steers, gd. & ch.	\$.23.00@26.25
Steers, good	22.75@25.00
Heifers, gd. & ch.	21.75@25.00
Cows, util. & com'l.	13.25@16.00
Cows, can. & cut.	11.50@15.25
Bulls, util. & com'l.	17.50@18.75

VEALERS:	
Good & choice	20.00@26.00
Calves, gd. & ch.	19.50@23.50

BARROWS & GILTS:	
U.S. No. 1, 220/240	16.25@16.50
U.S. No. 3, 200/220	none qtd.
U.S. No. 1-2, 220/240	15.25@15.75
U.S. No. 1-2, 240/270	15.25@15.75
U.S. No. 1-2, 270-300	15.25@15.75
U.S. No. 1-3, 180/200	15.25@15.75
U.S. No. 1-3, 200/220	15.25@15.75
U.S. No. 1-3, 220/240	15.25@15.75
U.S. No. 1-3, 240/270	15.25@15.75

SOWS: U.S. No. 1-3:	
270/330 lbs.	14.50@15.00
330/400 lbs.	14.00@14.75

LAMBS:	
Choice & prime	16.50@17.25
Good & choice	15.00@16.50

CATTLE:	
Steers, gd. & ch.	\$.23.75@24.75
Steers, std. & gd.	22.00@23.75
Heifers, gd. & ch.	23.00@25.00
Cows, cut. & util.	12.50@16.50
Cows, canner	10.00@13.50
Bulls, util. & com'l.	17.50@20.00

VEALERS:	
Choice	34.00
Good and choice	28.00@34.00

BARROWS & GILTS:	
U.S. No. 1, 190/220	16.75@17.00
U.S. No. 1-2, 190/230	16.50@16.75
U.S. No. 2-3, 225/240	16.25@16.50
U.S. No. 2-3, 240/270	15.50@16.50

SOWS: U.S. No. 2-3:	
300/400 lbs.	14.00@14.50
400/550 lbs.	13.00@13.50

LAMBS:	
Good	14.00@15.50
Choice	16.00@17.50

WEEKLY LIVESTOCK SLAUGHTER

Slaughter of livestock at major centers during the week ended November 25, 1961 (totals compared) reported by the U. S. Department of Agriculture:

	Cattle	Calves	Hogs	Mutton

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The Meat Trail....

R. T. Foster of Morrell Is New AMIF Board Chairman

ROBERT T. FOSTER, vice president of John Morrell & Co., Chicago, was elected chairman of the board of the American Meat Institute Foundation this week. As top administrative officer of the research organization, he succeeds H. H. COREY, chairman of the board of Geo. A.



R. T. FOSTER

Hormel & Co., Austin, Minnesota.

Other AMIF officers, all re-elected, are: vice chairman of the board, PORTER M. JARVIS, president of Swift & Company, Chicago; president, HOMER R. DAVISON, president of the American Meat Institute; treasurer, JOHN R. BRADLEY, president of Agar Packing Co., Chicago; vice president, GEORGE M. LEWIS, AMI, and secretary and assistant treasurer, ROY STONE, AMI.

The Foundation also elected five new board members to serve for terms of three years and a sixth member of the board to fill the unexpired term of LOUIS R. LONG, who resigned as a director recently when he retired as chairman of the board of The Cudahy Packing Co., Omaha.

The new board members are: PAUL B. THOMPSON, Cudahy president, who will complete Long's term; HOWARD H. RATH, chairman of the board of The Rath Packing Co., Waterloo, Ia.; HERBERT RUMSEY, JR., president of Tobin Packing Co., Inc., Rochester, N. Y.; OSCAR G. MAYER, chairman of the board of Oscar Mayer & Co., Chicago; ROSCOE G. HAYNIE, president of Wilson & Co., Inc., Chicago, and EDWARD C. JONES, general manager of Jones Dairy Farm, located in Fort Atkinson, Wis.

WSMPA Names Chairmen for Hog and Accounting Projects

More western-grown hogs and a new cost accounting program to help members of the Western States Meat Packers Association determine unit costs of all their products are the objectives of two committee appointments announced by L. BLAINE LILJENQUIST, WSMPA president and general manager.

AL C. GRUNDMANN, vice president and general manager of Coast

Packing Co., Los Angeles, was named chairman of an industrywide swine committee being spearheaded by WSMPA to bring about a rapid and substantial increase in hog production in the 11 western states.

DON MACRAE, vice president of James Allan and Sons, San Francisco, was appointed chairman of a special accounting committee for northern California to explore the new WSMPA plan for a cost accounting program to determine the unit cost of products. A similar committee for southern California is to be named at a meeting of members from that area on Wednesday, December 6, in Los Angeles. The WSMPA advisory committee and board of directors have recommended that steps be taken to start a unit cost pilot project with 10 or 20 member companies participating.

The developing swine committee met for the first time recently at WSMPA headquarters in San Francisco and is scheduled to meet again in San Francisco at the Sheraton Palace Hotel on Wednesday, February 21, the first day of the association's 16th annual convention.

Krauss Renamed President Of Meat Trade Institute

JOHN KRAUSS of John Krauss, Inc., Jamaica, N. Y., was re-elected president of Meat Trade Institute, Inc., New York City, and all other officers and directors also were renamed at the annual meeting of the organization.

In addition to Krauss, the officers are: vice presidents, FRITZ KATZ, Stoll Packing Corp., and ROBERT A. MARTIN, Boar's Head Provision Co., Inc.; secretary, FRED WEINKAUFF, JR., Fred Weinkauff, Inc., and treasurer, ANDREW J. DEILE, Herman Deile, Inc. JOSEPH CORN is general counsel of the New York organization.

Directors are: CHARLES H. BOHLE, Bohle, Inc.; FRANK BRUNKHORST, Boar's Head Provision Co., Inc.; JERRY F. FREIRICH, Julian Freirich Food Products, Inc.; LEONARD D. HORODENSKI, Nagel, Inc.; GEORGE W. KERN, George Kern, Inc.; LESTER LEVY, Plymouth Rock Provision Co., Inc.; FRANK D. ORZECHOWSKI, F. O. Provision Co., Inc.; LEO RATTNER, vice president.



DISTINGUISHED Teacher Award sponsored by Swift & Company is presented to Dr. Victor A. Rice (left), former dean of School of Agriculture at University of Massachusetts, by company vice president George H. Swift at annual meeting of American Society of Animal Production in Chicago. Society, which selects winners of annual award of \$1,000 and plaque, chose Dr. Rice for his outstanding work with undergraduates in animal husbandry field. He is best known as a teacher of animal breeding, Swift pointed out.

Sperling Pork Store, Inc.; FREDERICK T. SPAMER, Bedford Provisions, Inc., and HENRY THUMANN, Thumann, Inc.

The Meat Trade Institute has scheduled its annual dinner and dance for 8 p.m. Saturday, January 13, in the Grand Ballroom of The Plaza, New York City, and extended an invitation to representatives of supplier firms. John Krauss is chairman of the dinner-dance committee.

PLANTS

Standard Provision Co., Birmingham, Ala., has changed its corporate name to Lumberjack Meats, Inc., announced MILTON ABROMS, president. Abroms explained that the change was due to the success of the Lumberjack meat line, which was introduced in 1959. Also, management feels that the name change will further publicize the company's brand products. Other officers of the company are HAROLD ABROMS, secretary-treasurer, and ABE KAPLAN, vice president.

Plans for a \$300,000 expansion program at Logan Packing Co., Beloit, O., have been announced by HENRY DARMSTADTER, president. Construction will start as soon as contracts can be let, Darmstader said. The program will include a new office facility and a hide proc-



JOHN KRAUSS

essing building at the outset, and a beef cooler and rendering operations will be added in the near future. The expansion program is expected to increase employment at the plant by about 15 persons, Darmstader reported.

Williams Meat Co., Kansas City, Kan., has purchased Martay Packing Co., Houston, Tex., hotel and restaurant meat purveyor, announced EDDIE W. WILLIAMS, president of Williams Meat Co. The new acquisition will be operated as Williams Meat Co. of Houston. The Kansas City firm is celebrating its 40th anniversary in the purveying field.

Armour and Company, Chicago, has announced plans to build a lamb slaughtering plant at San Angelo, Tex. The plant will have a kill capacity of 3,000 lambs per day and will also have a ewe boning operation. The plant, expected to be completed by the summer of 1962 with construction starting in one month, will contain 30,000 sq. ft. of floor space and be constructed on a five-acre site.

A fire November 24 caused damage estimated at \$20,000 to the plant of Zitron Bros., Inc., Milwaukee meat packing firm.

Lake Hills Packing Co., Robinson, Ill., held open house at its new plant in that town. The plant recently started slaughtering operations and employs about 14 persons. RUSSELL SULLENS is president of Lake Hills Packing Co.

M & H Packing Co., owned and operated by VIRGIL MARTIN and CARROLL HUBBARD, opened recently in Atkins, Ark. The new organization will do slaughtering and processing for the home freezer trade and will also have a retail outlet.

JOBS

Appointment of EARL J. IMHOFF to a newly-created post of general manager over the canned foods, pet foods and grocery sales departments of Swift & Company, Chicago, has been announced by W. P. AYERS, vice president.

The new general manager's office will coordinate production and marketing of these Swift products. Imhoff has had nearly 20 years of varied experience in the grocery products field. He was appointed assistant manager of Der-



E. J. IMHOFF

the plant by about 15 persons, Darmstader reported.



IN CHARGE at Service Meat Packing Co., Los Angeles, are Elliott Vorst (right), who has been elevated to general manager, and Bob Wivatt (left), promoted to plant manager. Promotions were announced by owner Sam Cohen before he left for Orient to establish import-export offices. Son Larry Cohen was placed in charge of city sales. New general manager Vorst was with Swift & Company before joining Service Meat Packing Co. several months ago.

by Foods, Inc., in 1955 and was elected vice president of the Derby organization in 1959.

The Albany and Syracuse, N.Y., sales districts of John Morrell & Co., Chicago, have been combined into one district and will be under the direction of FRANK J. WATERS.

DEATHS

GEORGE A. SCHMIDT, SR., chairman of the board of Stahl-Meyer, Inc.,



G. SCHMIDT, SR.

New York City, and a former board chairman of the American Meat Institute, died November 28 after 60 years in the meat industry. Schmidt began his career in 1902 in the New York meat market of the late OTTO STAHL. The business was incorporated in 1913 as Otto Stahl, Inc., with Schmidt as secretary. He became president a few years later. Under Schmidt's guidance, the firm purchased F. A. Ferris Co. in 1928 and merged with Louis Meyer Co. the same year, becoming Stahl-Meyer, Inc. The company later acquired Andrew Peterman & Co., Peoria (Ill.) Packing Co. and Coffeyville (Kan.) Packing Co. Schmidt was a director and executive committee member of the American Meat Institute for many years and

served as board chairman in 1940-41. He became chairman of the Stahl-Meyer board in 1947 and was succeeded as president by his son, GEORGE, JR.

CHARLES S. BRIDGES, 58, president and chief executive officer of Libby, McNeill & Libby, Chicago, died November 24. He joined the company as a salesman in 1923 and became president in 1953.

JOHN H. WEISS, 70, former general sales manager for The Cudahy Packing Co., Omaha, when the firm's headquarters were located in Chicago, passed away.

JOHN E. REED, 83, retired purchasing agent for Armour and Company, Chicago, died November 21. He retired in 1954 after 52 years with the company.

L. J. PANDOLFI, 55, district superintendent of the New Orleans territory for Swift & Company, Chicago, died November 16.

NEIL R. BURDICK, 64, who operated a livestock commission business at the Omaha stockyards for the past 35 years, passed away recently.

TRAILMARKS

K. D. CHUN, president and manager of C. Q. Yee Hop & Co., Ltd., Honolulu, has been elected president of the newly-formed Meat Purveyors Association of Hawaii. THOMAS C. T. LEE of Thomas C. T. Lee Co., Ltd., was chosen as vice president, and IRVING J. SWIG of Pacific Meat Co., Ltd., was named secretary-treasurer.

Rapides Packing Co., Inc., Alexandria, La., is the first non-Tex member of the Texas & Southwestern Meat Packers Association, announced secretary JACK KRECK of Kreck Packing Co., Dallas. The group, formerly known as the Texas Independent Meat Packers Association, adopted the broader designation recently and voted to accept, but not solicit, association members from neighboring states.

Local 87 of Amalgamated Meat Cutters and Butcher Workmen has filed unfair labor practice charges with the National Labor Relations Board against H. Graver Co., Chicago meat packing firm, which recently shut down. The local charges the company laid off union members and closed the plant to compete the union to make concessions in wage and other demands.

PAUL CAIN, president of Cain Organization, Inc., Dallas, which launched and carried out a nationally-recognized program of beef pro-

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THE NATIONAL PROVISIONER, DECEMBER 2, 1961

Liberal Time Payment and Equipment Rental Plans



Koch Supplies Inc.

motion for the Texas Beef Council, was elected national chairman of the counselors' section of the Public Relations Society of America at its recent 14th national conference in Houston, Tex. The Cain firm has been closely identified with the meat and livestock industry for the past seven years.

Rival Packing Co., Chicago pet food manufacturer, is introducing a new product, Burgers 'N Gravy, for "dogs that think they are people."

Emge Packing Co., Inc., Fort Branch, Ind., has announced the purchase of the Mount Vernon Live-

stock Market, a one-year old live-stock exchange, which deals exclusively in hogs, at Mount Vernon, Ill. Purchase price was reported to be about \$35,000. EDGAR BOWEN was named manager of the market.

Six More Plants Obtain Federal Meat Inspection

The Meat Inspection Division, U.S. Department of Agriculture, has granted meat inspection to six plants and withdrawn inspection from nine other establishments.

Inspection was granted to: Colville Meats, Inc., P. O. Box 81, Colville, Wash.; Fred Wolferman,

Inc., 3612 Karnes Blvd., Kansas City 11, Mo.; Parkway Meat & Provision Co., Inc., 1249 Parkway, Route 1, South Windsor, Conn.; Steffens & Mueller, Inc., 1122-24 W. Randolph St., Chicago 7, Ill.; Caterers, Inc., 4601 Van Brunt Extension, mail P. O. Box 6858, Kansas City 30, Mo.; and Tad's Wholesale, Inc., 2701 22nd St., San Francisco 10, Cal.

Inspection was withdrawn from: Wm. G. Rehn's Sons, 452-454 Bank St., Cincinnati 14, O.; John P. Harding Market Co. of California, 245 W. Pomona Blvd., Monterey Park, Calif.; Queen Packing Co., Inc., 822-832 Callowhill St., Philadelphia 23, Pa.; The Frito Co., Austex Foods Division, 2827 Nagle St., mail P. O. Box 13116, Dallas, Tex.; Harry Manaster & Co., 1018-1036 W. 37th St., Chicago 9, Ill.; Dinner-Ready Corp., 70 N. Kent St., mail, P. O. Box 814, Winchester, Va.; Kwick Steak Co., E. Broad and Word Sts., mail, P. O. Box 277, Fairburn, Ga.; DeLallo Foods, Inc., 191 E. Exchange St., Akron 4, O., and Plains Meat Co., 81 Ave. G, Lubbock, Tex.

The MID also announced the following changes in names of official establishments: Millar Bros. & Co., Inc., 35th and Reed Sts., Philadelphia 46, Pa., and subsidiaries Queen Packing Co., Inc., and Royalist Provision Co., Inc., instead of John Engelhorn & Sons; Vernon Calhoun Packing Co., Highway 51 South, Hernando, Miss., instead of McCandless Packing Co., Inc.; Frito-Lay, Inc., Austex Foods Division, 310 San Antonio St., mail, P. O. Box 17, Austin, Tex., instead of The Frito Co.; Austex Foods Division; Frito-Lay, Inc., Austex Foods Division, Old Highway 12, mail, P. O. Box 300, Conyers, Ga., instead of The Frito Co.; Austex Foods Division, and Nalley's, Inc., 1236 E. Slauson Ave., mail, P. O. Box 2534, Terminal Annex, Los Angeles 54, Cal., instead of Fradelis Frozen Food Corp. (latter now a subsidiary of Nalley's, Inc.).

Also, Gold Star Meat Co., Inc., 108 Tenth St., Denver 4, Colo., and subsidiaries Denver Tamale & Supply Co., Lilley Products and Pedro Brand Frozen Foods, instead of The Denver Tamale & Supply Co., Inc.; John P. Harding Market Co. of California, 3022 Cochran Ave., Los Angeles 16, Cal., instead of Oscar Schi Inc., and United Packers, Inc., 60 N. Garland Lane, mail, P. O. Box 291, Opelousas, La., instead of Mourre Packing Co., Inc.

In change in location of an official establishment, Mosey's Corner Beef Co., Inc., has moved to 1220 Parkway, Route 5, South Windsor, Conn., from 190 Chestnut St., Springfield, Mass., the MID said.

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KOLD SAVER
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The saving in refrigeration costs alone more than pays for these low-cost vinyl plastic custom-fit curtains. The plus values of increased safety in using power equipment, of no need to launder, of toughness and durability ensure further opportunity for savings in the handling of your meat products.

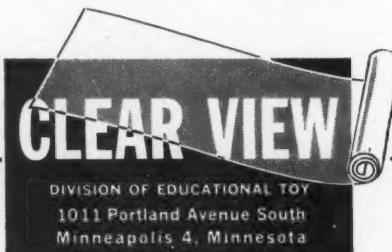
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Illegal Use of USDA Grades Charged by P&S

Three partners in North Side Meat and Provision Co., St. Louis, have been charged with unfair and deceptive trade practices in violation of the Packers and Stockyards Act, the U.S. Department of Agriculture has announced.

The partners, Victor Lonigro, Ben Lonigro and Lena Caruso, were named in a complaint issued by the USDA Packers and Stockyards Division. They are charged with unfair and deceptive practices in beef sales made from September 1, 1957, through May 25, 1961. The complaint alleges that the firm illegally marked and sold meat as "USDA Prime" and "USDA Choice" which had not been graded as such by the USDA. The firm also is charged with defacing "USDA Choice" markings and substituting the word "Prime" for "Choice."

A hearing has been scheduled for December 14 in St. Louis.

House Group Asks States for Regulatory Picture

How states are protecting consumers through a number of regulatory activities, including meat inspection and/or grading, is asked in a broad questionnaire being sent to state gov-

ernors by the House government operations subcommittee on intergovernmental relations, headed by Rep. L. H. Fountain (D-N. C.).

The questionnaire, "Consumer Protection Activities of State Government," also inquires about regulation of food processing plants, labeling and packaging, weights and measures, and food additives, as well as other activities dealing with foods, drugs, cosmetics and hazardous substances.

The states are asked to describe their statutes and regulations, how they differ from federal authority, and what additional authority they feel is needed by federal, state or local governments. Other questions seek details about administration, enforcement and expenditures for each type of regulation.

Group OK's Lower Product Temperatures in Trucks

A change in its voluntary operating practices, involving the maintenance of lower product temperatures in trucks and other over-the-road equipment, was ratified recently by the Frozen Foods All-Industry Coordinating Committee at a meeting in Washington, D. C.

According to the change, over-the-road equipment purchased after

March 1, 1962, should be capable of maintaining a product temperature of 0° F. and delivery trucks purchased after that date should be able to maintain a product temperature of 10° F. The voluntary operating practices originally had specified temperatures of 5° and 15° F., respectively, for the two truck types.

Guide to Agricultural Transportation Issued

A guide to recent publications on transportation of livestock and other agricultural products has been issued by the Economic Research Service, U.S. Department of Agriculture. Also covered are factors directly related to transportation, such as temperature control, loading and unloading, etc.

Entitled "Transportation of Agricultural Commodities in the United States—A Bibliography of Selected References," the 136-page booklet contains selected general references and statistical sources on the total transportation system. The annotated bibliography covers the period from 1949 to 1959.

Miscellaneous Publications No. 863 may be obtained for 40¢ from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

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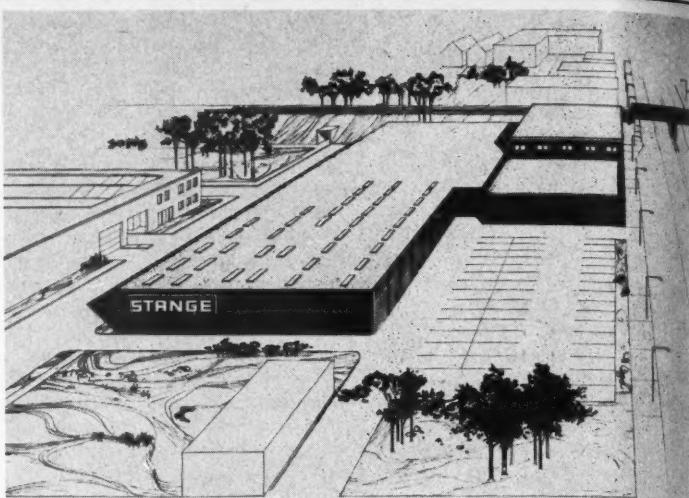
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5800 S. Damen Ave., Chicago 36, Illinois

Flashes on suppliers

HYDRAPHAN LTD.: Lawrence J. Stix, jr., president of the artificial casing manufacturing organization, has announced appointment of Jack A. McCullough as general sales manager. The firm has headquarters in Chicago and manufacturing facilities in Germany.

RINGSBY TRUCK LINES: H. N. Grayson, general manager of the refrigerated division, has been made a vice president. He will oversee the entire refrigerated operation of Ringsby and Fortier Transportation Co. Recent Ringsby purchases have considerably extended the refrigerated fleet. A dozen Urethane-insulated Brown refrigerated trailers have been acquired and several 27½-ft. doubles bought in June have been equipped with refrigeration units.

COMMERCIAL SOLVENTS CORP.: This New York City concern has obtained exclusive rights to a new patented microbiological process for making monosodium glutamate, according to Maynard C. Wheeler, president. Two major units



GROUND has been broken by the William J. Stange Co., Chicago, for new buildings which will add 55,000 sq. ft. of production and warehousing space to the company headquarters. Plans are under way to remodel 10,000 sq. ft. available in the original plant. The remodeled area will be devoted to research, product application and quality control.

of the firm's biological production facilities at Terre Haute, Ind., are being converted and expanded to make the flavor booster in commercial quantities, the president added.

HAYSEN MANUFACTURING CO.: An entirely new line of wrapping machines which feature high-speed operation has been introduced by this Sheboygan, Wis., firm. The

The SHAFT and DRIVE

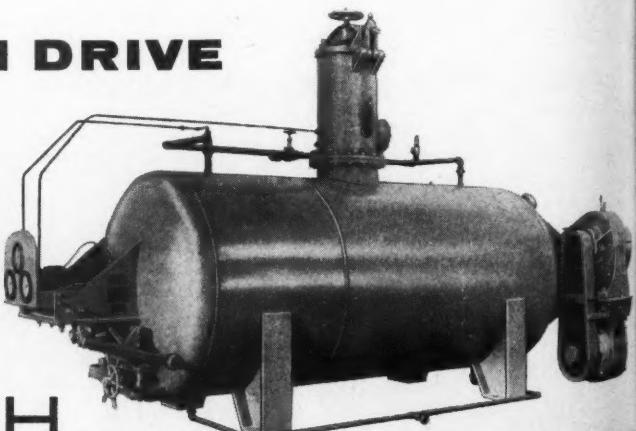
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PIQUA, OHIO—U. S. A.

machines automatically overwrap a wide range of products in all commercially available flexible wrapping materials.

TRANSICOLD CORPORATION: This Los Angeles manufacturer of transport refrigeration equipment has appointed David J. Morehead to the new post of director of marketing in which he will plan, administer and direct all sales and marketing activities.

SCHOETTLE CARTONS: Clair C. Peters has been appointed sales representative for northern Pennsylvania and southern New York. He will be responsible for sales to the meat packing industry.

MODERN MAID FOOD PRODUCTS, INC.: In an expansion program which included modernizing its main plant in Jamaica, N. Y., the firm is opening a new breader mix plant in Ponchatoula, La., to supply the Southeast and West with bread-making materials for frozen meat, poultry, etc.

FORMED CONTAINER CORP.: Ernest Geiger, widely-known salesman in the packaging industry, has joined the flexible packaging department of this company as regional sales manager.

Civil Defense Course for Food Industry Announced

The hazards of radiological, biological and chemical warfare to meat packing and other food industry plants will be reviewed during a civil defense training course for the food industry in the auditorium of the Indiana State Teachers Building, Indianapolis, on January 8 and 9, 1962, according to Seb J. Davin of Wm. J. Stange Co., Chicago, who was recently named chairman of the civil defense training program for the Indiana food industry by the Indiana section of the Institute of Food Technologists.

Sponsored by the Food and Drug Administration (U.S. Department of Health, Education and Welfare), the Indiana Department of Civil Defense and the Indiana chapter of the IFT, the course will be presented by FDA training specialists, a civil defense speaker from the Office of Civil Defense in Battle Creek, Mich., and guest instructors from the U. S. Department of Agriculture.

The following topics, supported by slides and movies, will be discussed in simple, understandable language: decontamination of raw and finished materials and equipment; prevention of sabotage, and recovery problems

following overt and covert attacks. The latest in radiation and gas detection instruments will be shown.

Advance registration information may be obtained from Civil Defense Training Program Headquarters, Hotel Sheraton Lincoln, Indianapolis.

The following meat packer representatives have been chosen as regional directors to assist Davin in accelerating the civil defense program in Indiana: Harold Rothchild, Peter Eckrich & Sons, Inc., Fort Wayne; Martin Noe, Superior Meat Products, Inc., Gary, and Ken Reising, Emge Packing Co., Inc., Fort Branch. Other regional directors are: Hamilton W. Putnam, Pillsbury Mills, New Albany; Howard Ned Draudt, Purdue University, Lafayette, and Dr. Lee Truman, Pest Control Services, Indianapolis.

U. S. Food for Venezuela

The U. S. Department of Agriculture announced the signing of an agreement with the government of Venezuela to finance sale of up to \$25,000,000 worth of U. S. agricultural commodities, including livestock products, through long-term dollar credits under the Food for Peace program. The valuation includes ocean transportation costs.

64 COMPANIES SUPPLY CLEANING COMPOUNDS

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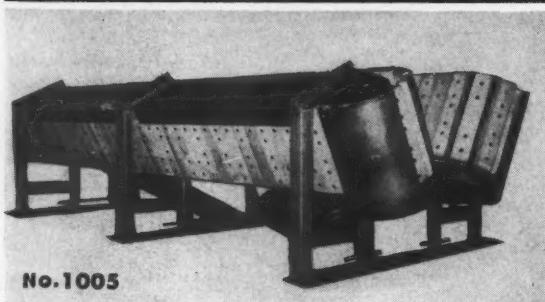
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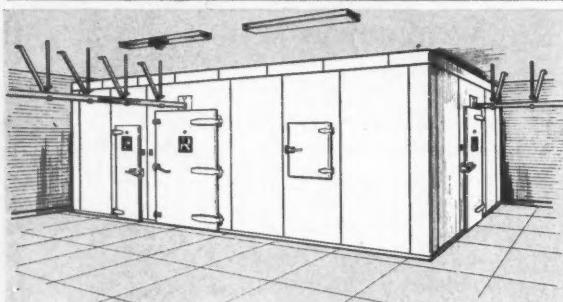


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This unit is a "V" shaped restraining conveyor which supports the hogs in a quiescent upright position for application of the stunning instrument. The conveyors form a self-contained unit and are equipped with individual drives and individual motors and starters. In operation, the hogs are chuted (not shown) to the Restraining Conveyor unit. At this point the hog loses its footing and the wand may be easily applied. This unit offers proven savings at a modest investment.

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FOR SALE: 150 H.P. Kewanee boiler. High pressure. 7 years old. Iron Fireman gas and oil burner 2 years old. Good condition. Also available return system and accessories. FS-553, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

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3417—POKK-CUT SKINNER: Townsend	\$650.00
3410—STUFFER: Buffalo 500#	\$1,250.00
3109—PATTYMAKERS: Holymatic mdl. 54, complete w/die	\$375.00
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3535—KETTLE: Parker, gas fired, 25½" dia. x 21" deep, sloping bottom to drain 26" deep, stainless lined w/stainless hinged cover rebuilt \$700.00	\$3,000.00
3422—CRUSHER: Diamond type 145, excellent condition	\$2,000.00
3398—SILENT CUTTER: Buffalo #70-B, 800#, 75 HP, TE motor	\$2,000.00
3332—LOAF OVEN: Globe #289-3, 96 loaf, gas fired, reel type, galvanized	\$825.00
3208—SLICER: Anco #832, hydraulic, w/vacuum pump, elec. head w/thermostat, 3 H.P. \$2,500.00	
3309—SLICERS: (2) U.S. mdl. 170SS	\$1,250.00
3211—BAND SAW: Jim Vaughan mdl. J, left hand, stainless moving top table	\$300.00
3210—BAND SAW: Jones-Superior mdl. 19, 3 HP. motor	\$475.00
3204—HOG: Mitt & Merrill #12CRB, 25 HP. \$625.00	
3502—INJECT-O-CURE: Globe #9660, hydraulic, type X-8388, 52 needles	\$2,250.00
2596—HOIST: C. M. Comet, elec. 1/4 ton	\$125.00
3490—TRACK SCALE: Toledo mdl. #2250, 800# cap., 500# x 1/2# dial, 100# fare, 200# capacity beams, 4" rail, rebuilt	\$750.00
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3079—PAK-ICER: Vilite 3½ ton complete, stainless steel lined compartment, good cond.	\$1,050.00
3411—CASING APPLIERS: (2) Buffalo	\$175.00
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3414—SEALERS: (8) Gr. Lakes mdl. CS17 ea.	\$125.00
3480—WASHER: American Cascade, stainless steel, 42" x 84".	\$850.00
3481—EXTRACTOR: American Mach. & Metals, stainless steel, 30" dia. x 18" deep basket	\$850.00
3214—STITCHER: Inland Top and Bottom	\$150.00
2916—FROZEN MEAT CUTTER: Weber mdl. HB-922, 5 HP., ¾" to 1½" thick cut & adj. Hopper, stainless steel knife	\$1,500.00
3477—BEEF HEAD SPLITTER: Boss, 5 HP.	\$1,250.00
3499—AMMONIA COMPRESSOR: Frick, 20 HP.	\$900.00
3113—TEE CEE PEELER: w/Shaker, excellent condition	\$1,600.00
3354—LOAF MOLD PRESS: Mepaco, stainless steel, air operated	\$225.00
3054—DEHAIRER: Boss #58, Jumbo U, 12" long iron frame, 16 U bars, 14-6 point stars upper shaft, 15-10 point stars lower shaft, w/4" belt, w/feed conveyor, 20 HP. motor, excel. cond., very little	\$9,000.00
2919—HOG DEHAIRER: Dupp's Jr., 60 hogs/hr., 10 HP. w/ift loader & unloader, like new	\$1,150.00
3488—ROTO-CUT: mld. 170SS	\$350.00
3484—POWDER MIXER: J. H. Day, 200#, size 8, w/motor	\$375.00
3483—AIR COMPRESSOR: Ingersoll-Rand, 1 HP.	\$175.00
3482—KETTLE: Groen, stainless steel, jktd.	\$550.00

NOW IN PROGRESS
LIQUIDATION SALE
MACHINERY & EQUIPMENT
AMERICAN PACKING COMPANY
3858 GARFIELD ST., ST. LOUIS, MO.
REPRESENTATIVES NOW ON PREMISES.

Now in Stock—New B.A.I. STEEL LOCKERS, 15" wide, 18" deep, 60" high, with sloping top, seat brackets, 16" high legs, padlock attachment. single row-three wide per opening \$18.95, F.O.B. Chicago.

NOTE

All items subject to prior sale and confirmation
• New, Used & Rebuilt Equipment

• Liquidators and Appraisers

WRITE FOR FULL PARTICULARS

625 N. Kedzie Ave., Chicago 12, Ill.
Sacramento 2-3800

BARLIANT'S
WEEKLY SPECIALS

CLASSIFIED ADVERTISING

[Continued from page 51]

POSITION WANTED

FOOD TECHNOLOGIST—CHEMIST: (39) desires position of responsibility with authority at top management level, with progressive medium size company. Extensive experience in laboratory organization and quality control operations as well as extensive knowledge in latest developments in sausage and cured meats operations. Free to relocate. Salary \$12,000 per year. W-528, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

WHAT CAN YOU OFFER? Tired of it all! Sausage superintendent with over 20 years' experience wants change. Would like to work as manufacturer's representative or salesman. W-545, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

ENGINEER-MASTER MECHANIC. Graduate mechanical engineer. Several years' heavy practical full line experience. W-557, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MR. SMALL PACKER: Overloaded, got complications, need actual help, new life? An level operations, technical or liaison. Write Box W-543, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SAUSAGE MAKER: 48 years of age. Can take complete charge of sausage and smoked meats. Large or small operation. W-544, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PLANT MANAGER: Killing floor, procurement of livestock, country, sales barns, stockyards buying. W-511, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CURING FOREMAN: 25 years' experience in curing and smoking meats. W-542, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

WANTED—A RESIDENT OF OMAHA, NEBRASKA, AREA

Man with experience in beef and pork to act as a buyer of beef offal and pork cuts. Position requires some travelling throughout area. Excellent opportunity for right man. Write stating age and experience. Replies will be held in strict confidence.

W-532, THE NATIONAL PROVISIONER
15 W. Huron St., Chicago 10, Ill.

INDUSTRIAL ENGINEER

EXPERIENCED MAN: Wanted to inaugurate and maintain an industrial engineering program. Must be able to keep abreast of latest developments in processing industry and work closely with management to maintain competitive position by keeping our two plants modernized. A good position and challenge to an aggressive young man. W-516, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

SALESMAN

A CHALLENGING POSITION: For an aggressive casing salesman. We are manufacturers of a NEW artificial sausage casing to be distributed in the U. S. and Canada. The man we seek should have experience in selling casings and/or allied products to sausage factories. Exceptionally good income guaranteed. Replies will be kept confidential. If you are interested, write with full particulars to Box W-535, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALESMAN WANTED: Manufacturer of government inspected smoked meats and provisions, wants a man to cover New Jersey territory. Must have experience selling to wholesalers and restaurant supply houses. Please state qualifications. All replies held in strict confidence. W-533, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

EXCELLENT: Job opportunity for qualified industrial engineer in meat processing plant located in comfortable southern California. Applicant must be skilled in plant layout, time standards and modern mechanizing principles. Please contact Box W-534, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

SALESMAN SPICE & SEASONING \$12,000 +

Natl. Growth Company
New England Territory

GOOD KNOWLEDGE OF SAUSAGE MFG. AND MEAT CURING REQ. Progressive top seasoning house seeks personable, aggressive and expd. salesman. Related exp. necessary. Considerable traveling necessary. Territory covers Mass., R. I., and upstate New York. Should preferably live in territory. Age to 40. Very liberal drawing account, car furnished. Exc. fringe program. Reply in detail, in confidence.

W-548, THE NATIONAL PROVISIONER
15 W. Huron St., Chicago 10, Ill.

SALESMAN

TO SELL SEASONINGS: Cures and binders in Alabama, Mississippi and Tennessee for young, fast-growing progressive spice company. If you have sold packaging machinery or supplies to meat packers, and are conscientious and aggressive, you can rapidly attain large yearly earnings. Salary guaranteed, plus commission and expenses. Car provided. Write for interview giving sales background and phone number. Box W-549, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CATTLE BUYER

INDEPENDENT: Midwestern packer wants experienced country buyer. Excellent opportunity for the best qualified applicant. Please submit detailed information regarding experience and qualifications in your initial inquiry. W-550, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALESMAN or BROKER

Broker, or salesman, full or part-time, to sell complete line sausage, weiner, bologna, salami seasonings. Also binders, fillers, cures, anti-oxidants, etc. Complete laboratory facilities for duplicating and improving all seasonings. Higher commissions. PELLAR LABORATORIES, 1315 Belmont Ave., Chicago 13, Ill.

ASSISTANT TO SUPERINTENDENT

LARGE INDEPENDENT PACKER: Engaged in slaughtering beef, hogs, processing, smoking and inedibles, wants experienced packinghouse man to serve as assistant to superintendent. Salary open. Wonderful opportunity for the right person. Apply to Box W-551, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

RENDERING—WORKING FOREMAN: For new modern plant. No dead stock. All packing house offal. Familiar with all phases of operations. Midwest location. Give complete back ground of experience and salary expected. All replies confidential. W-552, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

EXPERIENCED RENDERER: In both edible and inedible rendering, using hydraulic press. Plants in various states. State other experience. HILL PACKING COMPANY, Topeka, Kansas.

CANNING SUPERVISOR: Must have experience in curing, breaking hams, placement in can, cooking and working knowledge of canning equipment. Operation is non-sterile meats. Excellent opportunity. Contact G. W. Blevens, Marhoefer Packing Co. Inc., 13th & N. Elm Sts., Muncie, Indiana

HOG KILL SUPERVISOR: For leading Indiana independent. Ability to train and supervise of prime importance. Give experience and salary requirements in first letter. W-519, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

WORKING MANAGER: To buy interest in rendering plant. Midwest area. Good tonnage. State age, experience, references. Box W-521, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

EXPERIENCED MANAGER: For full line packing plant, doing good business. Salary plus percentage of profits. Will sell part interest in business to right man. Owners not active. Write to Box W-524, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PLANTS FOR SALE OR RENT

SMALL PACKING PLANT: (Inc.) now killing cattle and 50 hogs weekly, serving restaurants and institutions. Have run very profitable for 11 years. Will sell all or part interest to man who knows the meat business. Owner 73 years old and wishes to retire. Fully equipped office, sausages kitchen and equipment just installed two years ago. Refrigerated delivery trucks, separated coolers for hogs, cattle, fabricated cuts, curing cooler and 18 x 18 freezer. Four room apartment over garage. Buildings all in excellent condition. Located 1/4 mile from highway on 20 acres of land. Sale price \$50,000. Write to Box FS-567, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MEAT RETAIL PROCESSING & FREEZER PLANT

PROSPEROUS: Long established, centrally located in a village of Dutchess County, New York. About 3 acres of land, approximately 340' front. Building cement block, about 70' x 30', with pleasant apartment upstairs. Plant has loading platform with overhead rails leading to 20' x 30' walk-in meat cooler and 20' x 35' freezer. Netting about \$50,000 a year. Price \$25,000. Reply to Box FS-539, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

FOR LEASE: Full line packing plant for less. Well equipped. Doing nice business in good location. Write to Box FL-523, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

FOR SALE OR LEASE: Rural slaughter house not in operation at present time. Ideal for bed breaking or wide open market for sausage plant or slaughtering lambs and mutton. Located in San Diego county. Good terms and reasonable payments. For detailed information, write to John Armstrong, Rt. 2, Box 110 P, Fallbrook, California or call evenings, collect, P.S.T. Number 8, 1586

FLORIDA

FOR SALE: Modern sausage kitchen, fully equipped, air-conditioned, good retail plus opportunity for wholesale and portion control. Good net. Established 14 years. FS-538, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

FOR SALE: Modern federal inspected, well equipped packing house. Beef, veal, lamb. Atlantic seaboard. Fast growing area. Good live stock supply. For reason of health, will sell whole or 50% interest. FS-540, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

PHILADELPHIA SLAUGHTERING PLANT
INCLUDES: Sausage kitchen, retail store, house, garage. Room for expansion. Sale due to ELLIOT KOLB'S MEAT PRODUCTS, 2620-28 West Cedar St., Philadelphia 21, Pa.

PLANTS FOR SALE

COMPLETE: One bed packing plant with sausage kitchen and smoke houses, 5 acres with pens, scales etc. offered on first-come basis for less than one third of recent remodeling cost. All set ready to go. Good market areas and supply of live stock available. FS-556, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

FOR SALE: Modern U.S.D.A. inspected plant with large tax loss, with or without substantial acreage, central New Jersey. Slaughtering and boning operations, pork veal and beef. Reply to 503 Stevens Road, Morrisville, Pennsylvania. Telephone CYPRESS 5-2572.

FOR SALE: Modern meat plant, fully equipped. Suitable for restaurant supply, portion control etc. Adjoining retail market. Same operator for 15 years. Now retiring. GIANT MEAT MARKET 12625 West Dixie Highway, North Miami, Florida.

PLANT WANTED

WANTED: Small federal inspected killing plant. Midwest area. Preferably Illinois or Wisconsin. PW-512, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

EQUIPMENT WANTED

WANTED: 2-1500 pound mixers, one discharge preferred. Paddle type. 1-500 pound sausages, etc. All must be in good condition. Reply to Box 80, Bennettsville, South Carolina.

THE NATIONAL PROVISIONER, DECEMBER 2, 1961

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